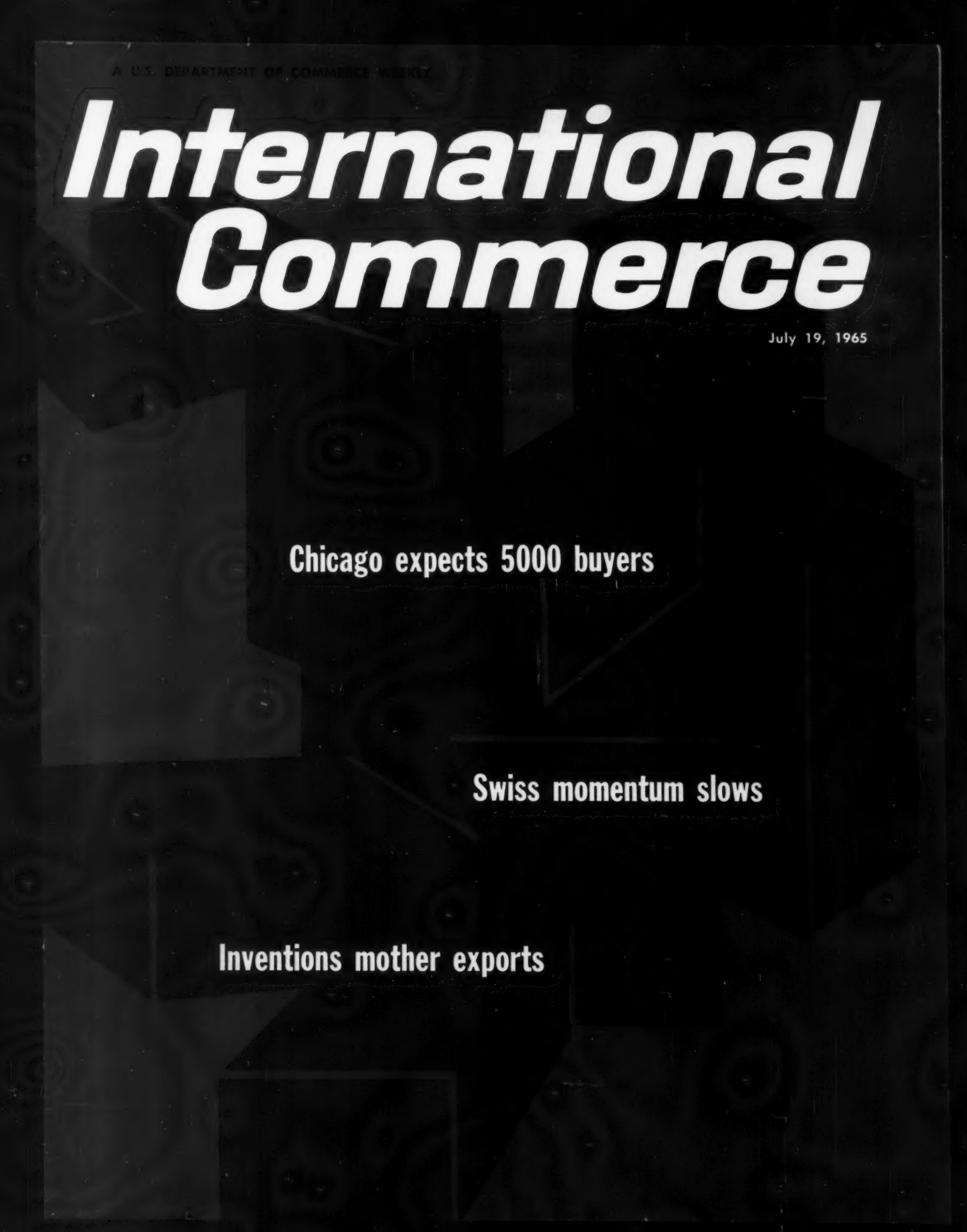
A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

July 19, 1965



Chicago expects 5000 buyers

Swiss momentum slows

Inventions mother exports

Business Bulletins *from around the world*

BELGIUM—Belgian National Institute of Statistics states country's average industrial wage increased by 40% to 84.4 U.S. cents per hour in October 1964 from 60.4 cents per hour in October 1959. More marked increase for women's wages, up 52%, than for men's, 37% higher, attributed to application of Rome Treaty provisions on equality of wages.

CHILE—Government's petroleum enterprise, ENAP, plans to add an ethylene unit to its oil refinery complex now under construction in Concepcion. The 300,000 ton per year unit will use naphtha from refinery's "topping" process as raw material; will provide feedstock for polyethylene, polyvinylchloride units to be built at later date. Construction to begin late this year; should reach completion early in 1967, one year after rest of refinery begins operation. International Development Bank will finance $3 million of $4.5 million cost of ethylene unit.

COLOMBIA—Forjas de Colombia, new $14 million forge plant, to go into operation in Bucaramanga by January 1966. Plant will provide employment for 1,000 of which 800 will be skilled workers. Products to include tractor rollers, pipeline accessories for petroleum industry, agricultural tools, auto parts, grinders for cement industry. Major investors include Institute of Industrial Development, ADELA investment company and Inversiones Esso de Colombia.

According to official of Corporacion Financiera del Norte, Zulia river valley will undergo substantial development in near future. Plan aims at irrigating 30,000 hectares for cultivation of sugar cane, African palm, cacao and raising of dairy cattle. Plants also planned for production of edible oils, canned juices, chocolate, platano flour. Zulia river dam expected to be completed by December; first 12,000 hectares placed under irrigation by 1967.

INDIA—Export of pepper now subject to annual quota allocation. Established shippers may select best performance year between 1960 and 1964 as base period for individual quota allocations. Some allowance to be made for newcomers.

IRAN—Eight German oil companies sign agreement for exploration, exploitation of one of last remaining areas of Oil Zone No. 1 in Persian Gulf. Agreement reportedly gives Iran 75% of profits plus $5 million in bonuses and $5 million in deferred bonus based on production. Concession area, which will be sixth area in this zone, totals 5,150 square kilometers.

MALAYSIA—$10 million cement plant opened in northern Malaya. Plant, together with its Singapore subsidiary, to produce 500,000 tons of cement a year, which is expected to meet Federation's consumption requirements. Prime Minister, who officially opened plant, promised reasonable tariff protection for cement industry if it becomes necessary.

MALTA—1964 imports totaled $96.8 million, increase of 14.3% over last year; exports totaled $11.8 million, 38.7% increase. Exports of finished manufactures, representing more than 75% of total exports, increased about 69% over 1963.

NEPAL—Leather tannery and shoe factory, financed and built by Communist China at total cost equivalent to $900,000 (of which about $400,000 represents technical services, materials from China), inaugurated at Bansbari, north of Kathmandu. Rated capacity of plant is 60,000 pairs of shoes annually on two-shift basis; although at present only one shift worked. This relatively small installation is only one of three industrial establishments, promised by Red Chinese under 1959 aid agreement, to be completed. Chinese have abandoned other two (paper and cement) projects.

SPAIN—Valdecanas hydro-electric complex, latest in series of Spanish achievements in construction of large dams, hydro-electric projects inaugurated. Situated on Tajo River, Valdecanas dam has attracted international interest, since it is first Spanish dam, and largest dam in Europe, to employ reversible turbines which will permit water to be pumped back into reservoirs from downstream during low consumption hours.

Agreements on commerce, technical cooperation with financial assistance recently concluded between Spain and Congo. Trade agreement includes wide range of Spanish exports, such as fish, wool, cotton textiles, electrical and mechanical apparatus, textile, agricultural machinery. Technical and financial assistance agreements provide framework for future collaboration in Congo's development plan, both through sending Spanish technicians to serve in Congo as well as through providing training opportunities here for Congolese citizens. In addition, Government to permit investment of private capital in Congo under specified circumstances.

UNITED KINGDOM—Gas Council announces demand for gas space heaters, central heating appliances continues to expand at rapid rate. Sales of space heaters in May were up 58% over May 1964, while sales of central heating equipment were up 30%.

New $15.4 million plant representing joint venture between Chrysler Motors and Cummins Engine Co. to begin operations this month. Factory, located in Darlington, Durham, to manufacture six and eight cylinder diesel engines, designed by Cummins.

Building Divisional Council of British Standards Institute establishes committee to investigate implication of converting to metric system in building industry and to program changeover of industry. Survey of building industry's views to be made.

YUGOSLAVIA—New exchange rate rate effective July 1, of 1,000 dinars (instead of 750) for U.S. $1. This covers all transactions except import, export of commodities. New rate to apply chiefly to tourist, other "invisible" transactions. Further wide-ranging economc reforms, including full scale devaluations, under discussion.

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the cover

Symbolic of the crates, boxes and containers of world trade is the artist's rendition on this week's cover. It is based on original art by Harriet Newman, a participant in the summer jobs for the "Youth Opportunity Campaign." Miss Newman is one of 400 students helping out this summer in the Department of Commerce.

International Commerce

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July 19, 1965 Volume 71, Number 29

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January-May exports almost equal in value to same period 1964

Decline in trade surplus chiefly result of increase in imports

Despite strike-induced losses in the first quarter, U.S. exports in the first five months of this year—excluding military grant-aid and seasonally adjusted—were almost the same in value as those in the comparable period of 1964. At the same time, imports increased by 11%.

Thus, the $881 million decline in the trade surplus for January-May, as compared with a year earlier, resulted almost entirely from the rise in imports.

Seasonally-adjusted exports, totaling $2,278 million in May, were 10.5% above the May 1964 level. The May 1965 value, however, was 4% below that for April of this year, and still included shipments from Gulf ports which had been deferred from earlier months because of the longshoremen's strike.

May imports, valued at $1,799 million on a seasonally adjusted basis, were the third highest on record. The May value was exceeded only by those in the preceding March and April, which were inflated by strike-delayed deliveries.

TOP AWARD

Over 600 U.S. manfacturers have won the President "E" Award, symbol of highest accomplishment in the field of exporting.

For better service

U.S. Commercial Officers in Latin America are booked for regional conferences which have been scheduled to help improve services to U.S. businessmen interested in the area.

The first meeting is set for Mexico City, July 19-23, and will be attended by U.S. commercial officers from Mexico, the Central American countries, Panama, Jamaica, Haiti and Trinidad and Tobago. At the second conference, to be held in Buenos Aires from July 26-30, commercial officers assigned to South American posts will participate.

FOURTH MEETING at the cabinet level of the Joint U.S.-Japan Committee on Trade and Economic Affairs held this year in Washington found Secretary of Commerce host to Minister of International Trade and Industry Takeo Miki (center) and Minister of Transportation Torato Nakamura (left). The conference this year was featured by wide ranging discussions of bilateral and international economic topics.

Exports decline from March, April highs

Time period	Monthly rate		Annual rate		
	Exports*	Imports	Exports*	Imports	Export surplus
	(Millions of dollars, seasonally adjusted)				
1965					
January	1,217	1,206	14,604	14,472	
February	1,593	1,601	19,116	19,212	
March	2,753	1,869	33,036	22,428	
April	2,380	1,835	28,560	22,020	
May	2,278	1,799	27,336	21,588	
January-May 1965	2,044	1,662	24,528	19,944	4,584
January-May 1964	2,057	1,499	24,684	17,988	6,696

* Excludes military grant-aid shipments.

Loners are still full of life

Small business sometimes rushes in and succeeds where large corporations fear to tread

By STANLEY LICHTENSTEIN
Staff Writer

International competition, crash programs, gleaming multimillion-dollar laboratories and research centers are weighty parts of the amalgam which is twentieth-century science and technology. But they are like an ocean without water if they are not accompanied by the most vital component of all—the human brain.

That is why the independent inventor is here to stay, despite predictions of his demise. Few in the Space Age are aware that the man for whom NASA's Goddard Space Flight Center was named was a struggling college professor whose "research center" from 1916 to 1929 had been his Aunt Effie's farm—until one of his pioneer rockets crashed to earth with enough noise and smoke to alarm both the neighbors and the Massachusetts fire marshal, leading to a crackdown on the experimenter.

Other epoch-making inventive work has been initiated in the kitchen, a railroad baggage car, a large closet, a room behind a beauty parlor, toolsheds, basements, garages and attics.

One of Prof. Goddard's most important inventions or discoveries, crucial to his rocket work, was never patented. Years after the inventor's death, space program administrators, accustomed to spending "in a week what Goddard spent in a lifetime . . . declared that the Yankee professor had stretched the dollar to a new degree of elasticity," according to Goddard's biographer, Milton Lehman.

RABINOW

The risks of invention are such that even large corporations and agencies will often prudently recoil from the task of developing and marketing a new thing that has been brought to their attention. Inaction, on the other hand, carries equally fearsome risks, for competitors at home or abroad may seize the initiative. Arthur K. Watson of International Business Machines said publicly a few years ago:

"The disk memory unit, the heart of today's random access computer, is not the logical outcome of a decision made by IBM management. It was developed in one of our laboratories as a bootleg project—over the stern warning from management that the project had to be dropped because of budget difficulties. A handful of men ignored the warning. They broke the rules. They risked their jobs to work on a project they believed in."

Here and now

"No, it is not necessary to delve into history to find individual inventors of the Edison, Steinmetz, Kettering type. We have such heroes today, despite the fact that a majority of research and development is done in a relatively few large companies. I hope we will continue to have such inventive geniuses in the future."

—Dr. William W. Eaton, Deputy Assistant Secretary of Commerce for Science and Technology.

Cross your fingers

One of America's battle-scarred veterans of innovation, Jacob Rabinow, head of Rabinow Electronics, Inc., knows the score. A wall of his office in Rockville, Md., is adorned with a giant-sized drawing of a human hand. The fingers are crossed.

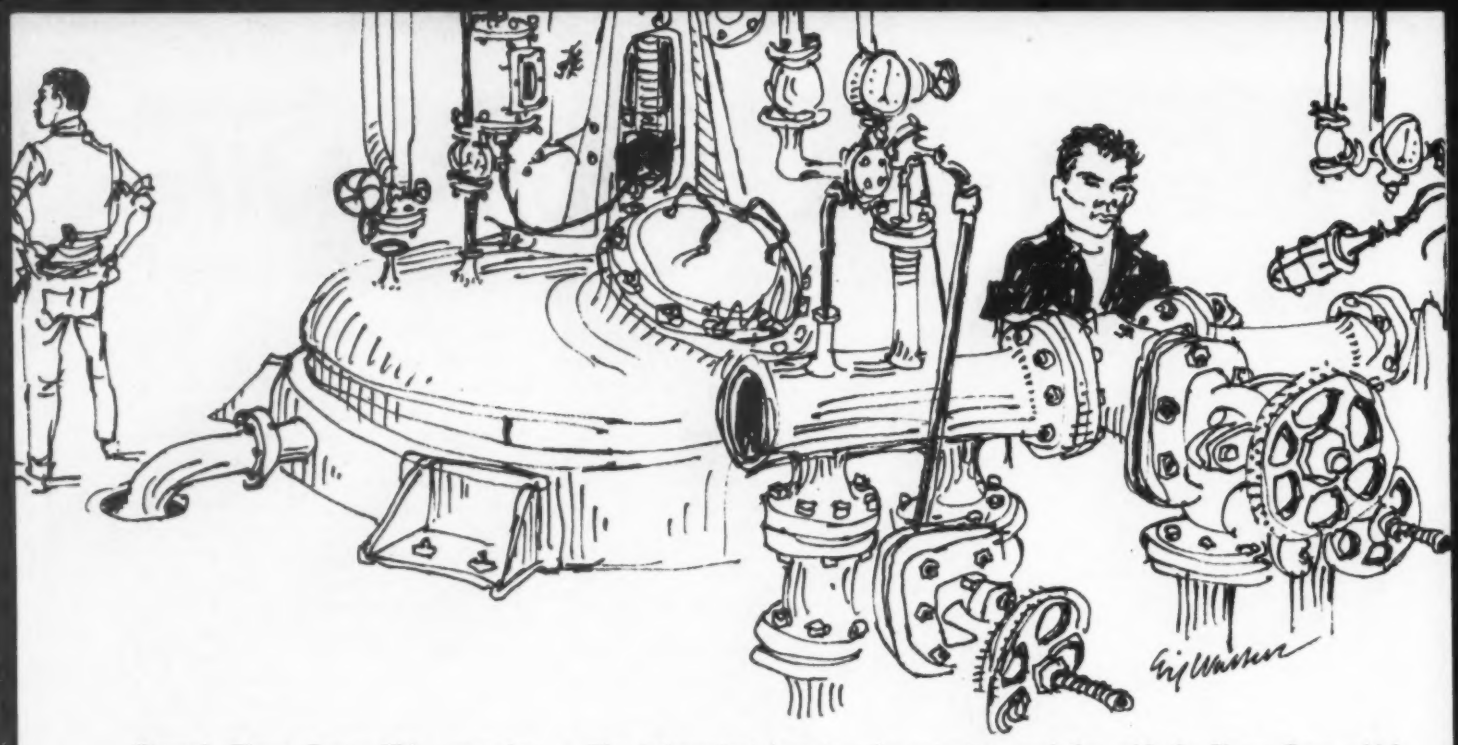
Some 130 patents have been issued to Rabinow, with another 50 pending. He has made money from a few. One of these, the automatic clock regulator, was turned down by a leading manufacturer who declined to become a licensee for producing timepieces with this improvement, now installed in automobile clocks and others sold throughout the world. "Why, you know we advertise a perfect watch," the big manufacturer told Rabinow. "Who needs an automatic regulator to make a perfect watch more perfect?"

Rabinow might have gotten nowhere with this invention if he had not been a persistent man with a growing reputation based on other achievements such as his magnetic fluid clutch. Patented in 1948, the clock regulator did not make market history until after 1955, following a chance conversation on other subjects between Rabinow and the president of

Business Customs

Talking business at lunch or other social occasions is about as acceptable to many businessmen as putting your feet on their desk. A knowledge of local customs and mores is an essential part of doing business in international trade.

Drawing courtesy Lippincott & Margulies, Inc.



General Time Corp. This executive pricked up his ears when Rabinow mentioned the clock regulator in passing, and General Time Corp. later became Rabinow's exclusive licensee, worldwide, for all non-jeweled watches and clocks.

Evidently, Rabinow had had his fingers crossed the day he bumped into General Time Corp.'s president.

Blessed patent system

Rabinow, the independent, had started his career as a radio repairman, then for a decade and a half was a National Bureau of Standards engineer and division chief, winning the Franklin Institute's Edward Longstreth Medal and a variety of Government citations. Running his engineering-consultant business today, he swears by the patent system—which he would like to see strengthened and simplified throughout the world—as the particular friend of small business.

"I can't make cars," he remarks, "but General Motors can make clutches. It's fellows like me who are most interested in the patent system."

He also observes that it is difficult for the independent inventor to make money directly from his discoveries, and simpler —if roundabout—to make headway by building one's own companies around the inventions and "selling companies rather than products." In 1964, for instance, the Rabinow Engineering Co. became a wholly-owned subsidiary of Control Data Corp., the well-known Minneapolis-based manufacturer of computers and related equipment.

The independent inventor, the patent system and the daring small businessman are also the principal ingredients in the success story which a French publication last year called "La Belle Histoire de la Xerographie."

In a room behind a beauty parlor in Astoria, L. I., on Oct. 22, 1938, Chester Carlson—"with the help, for a few weeks, of one refugee from eastern Europe"—transferred the line, "Astoria 10-22-38," from one piece of paper to another, using "a very crude apparatus" to produce an equally crude image. He had invented the process of electrostatic copying, later to be known as xerography by

CARLSON

association with the Xerox Corp. which emerged from the pioneering Haloid Co.

Wrong choice?

Haloid, barely breaking even with its sensitized paper business in 1946 when Joseph C. Wilson, 37, became company president, seemed an unlikely firm to develop and market Carlson's process. Haloid's research director, learning from "an obscure journal" of the 8-year-old invention, set the wheels moving. Wilson has described his approach to the non-profit Battelle Memorial Institute of Columbus, Ohio—holder of rights to Carlson's work —in these words:

"Battelle was empowered . . . to entrust (the rights) to a company for development. . . . We finally persuaded Battelle to give us this responsibility for one reason only, because on paper Haloid was a poor bet, indeed . . . but we did have one argument working in our favor. It over-rode all the negative ones. We were hungry to act.

"They knew we would risk everything to make xerography a sucess. Many major corporations appeared to be better candidates, but Battelle's management believed . . . that motivation was the most important factor to be considered.

"Here is a point indelibly planted in the history of this corporation. It is that the great opportunities are given to those who are willing to take advantage of the new, but are willing to accept great risk in doing so."

From 1947 to 1952, Haloid's budget for xerographic research and develop-

ment was twice the amount earned by the company's production, and in 1953 —when the first modest profits from xerography began to appear—Wilson had to raise outside capital to the tune of more than $3½ million.

In the next decade, Haloid transformed itself "from a small chemically-based company to a medium-sized one based on physics and marketing," leasing the services of its expensive copying machines and effectively applying a marketing innovation permitting the user to pay for copies actually received. In 1958 the firm's name became Haloid Xerox, Inc., and in 1961, the Xerox Corp.

Sales over a 16-year period multiplied 22 times and the company's employees numbered 10,000 in 1965, rising from 1,000 in 1948. Xerography was the basis for products generating over 90% of the corporation's profits in 1964.

Markets in Europe and the Eastern Hemisphere are reached through Rank Xerox, Ltd., of the United Kingdom and Fuji-Xerox Co., Ltd., of Japan. New marketing subsidiaries have been created in Finland, South Africa, Hong Kong and Portugal. From Rochester, N. Y., headquarters, a specialized staff directs expansion of markets in Mexico and other parts of Latin America, and Xerox subsidiaries have been set up in Venezuela, Peru, Colombia, Costa Rica, Panama and Uruguay.

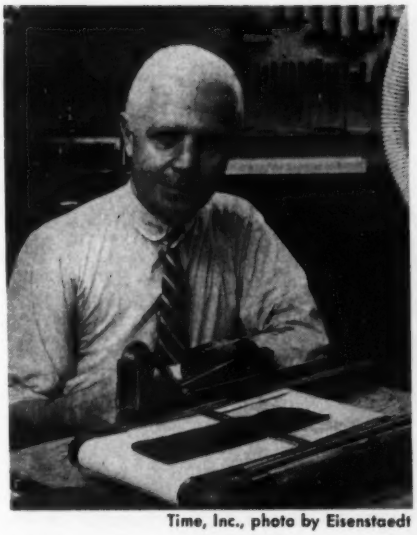
Now edging into the $270 million annual sales bracket, Xerox under Wilson's leadership is looking towards new horizons. "If we are to achieve meaningful diversification," he says, "we must do it several times over, within a span of five or 10 years." Prominent in this supreme effort is Xerox's subsidiary, Electro-Optical Systems (EOS), established in 1964 to work on technological frontiers such as new lasers, solar power conversion, space reconnaissance, and weather and night warfare.

Beginnings

"Carlson's orginal basic patents have all expired," Joseph Wilson observes, "but by diligent proper use of the patent system here and overseas, we have become an almost classic case for those who believe the system was designed to permit small, weak companies to become healthy."

In a sense it was the patent system itself which inspired the creation of xerography. Carlson, who began life as the son of an itinerant barber and worked at an early age as newspaper-office janitor, printing pressman, engineer and then patent lawyer, was naturally impressed by the vast amounts of time consumed in making copies of documents and drawings to accompany patent applications. "I thought how fine it would be if one could feed an original into a small machine, just push a button, and get out a copy. . . ."

That's how it all began.



Time, Inc., photo by Eisenstaedt

WALTON

Seldom in spotlight

Men like Goddard, Rabinow and Carlson are little known to the vast public benefited by their discoveries, but they "leave their mark" sometimes in cryptic or symbolic ways. Housewives wearing sanforized clothing and picking up supermarket groceries in stretchable "Clupak" paper bags, for instance, are unaware that both the clothing and the paper bags were fragmentarily named after Sanford L. Cluett, nonagenarian inventor born in 1874 at Troy, N. Y.

Clupak, Inc., a New York City-based licensing and research firm, in February 1965 became the first organization of its kind to receive the President's "E"-for-export-excellence award, based on the firm's achievements in licensing its patents and trademarks for production of extensible paper in 15 countries of Europe, Africa, South America and Asia.

Smooth-surfaced stretchable paper was first produced commercially in January 1958, some nine years after Sanford Cluett, then 75, began the experiments which led to invention of the process. Clupak, Inc., was founded as a joint venture of Cluett, Peabody & Co.—the company which put sanforized fabric on the market after Cluett invented sanforization in 1928, when he was 54—and the West Virginia Pulp and Paper Co.

Basement-workshop inventor

Another nonagenarian, Tubular Textile Machinery Corp. President Samuel Cohn—born two years earlier than Sanford Cluett—is an inventor in his own right and presides also over Tubular Textile's subsidiary, the Compax Corp., which in 1962 introduced inventor Richard Walton's new shrinkage-control process for knitwear under the trade name, Pak-nit. This process was designed to reduce shrinkage to an unprecedented "less than 1% by Government Standard Test."

Walton's shrinkage-control system and a number of inventions by Cohn—starting with the gaslight mantle more than 60 years ago—are based on tubular textiles, which are knit fabrics of circular form, "very much like a tire inner tube."

A one-time student at Carnegie and Massachusetts Institutes of Technology —from neither of which he bothered to graduate—Walton, 56, is a real prototype of the independent inventor. Indiana-born, he left college to become a paper-industry chemist, did wartime research for the Quartermaster General and worked after the war for a textile engineering firm. Now, looking back on 15 years as a free-lance inventor, he says with conviction and authority that "a lot of the ideas needed are the kind any inventor can tackle in his basement."

Walton's own basement workshop is

Mixing

If you don't like foreigners, have a sign made for your social club abroad reading "Americans Only." And while you are having it made, you may as well have another painted for your plant reading "Going Out Of Business".

Drawing courtesy Lippincott & Margulies, Inc.

part of his town house looking out over the Charles River from Boston's Beacon Hill. The workshop, like the man, is extraordinary. It boasts equipment valued at about $25,000, and a master machinist works there with Walton putting final touches on a variety of devices.

Least resistance

Of his first invention, a portable electric machine that washes clothes in any sink or bathtub, Walton says:

"I suppose I've made $50,000 out of it over the years, but it never did sell the way we thought it would. You can't count on consumer products as you can on industrial processes."

So, he has made industrial devices and processes his forte. Walton's better-known patents include the flexible agitator for washing machines, a device for speeding up industrial looms without major changes in the machinery, a low-pressure air jet to replace hand sorting in laundries, and the "compacting" principle applied not only to pre-shrinking of knit goods but also to creping of paper and alteration of fabrics, plastics, foils and other sheet materials to give them new properties such as softness and stretchability.

Companies with huge investments in a going product may have millions in tooling, millions more in spare parts, Walton observes. As an inventor, he concentrates on developing contrivances "that can be bolted on" existing machines or introduced with simplicity.

He also has learned to take human nature—of workers and businessmen as well as consumers—into account. A flatbed washer he invented—one of his early failures—drove the lesson home. Laundries using his new machine could have run clothes on a conveyor belt for automatic washing, drying and folding. There was only one catch—getting workers to spread the clothes on the conveyor belt in the first place. "I didn't know at the time," Walton recalls, "that you can't get people to touch dirty clothes. They'll dump them out of bags into tubs, but they won't handle them."

Flexible agitator

The success of Walton's flexible agitator illustrates a principle that he likes to emphasize. To make the agitator workable in washing machines, it had to be made of plastic materials—not then perfected—which would have sufficient strength and elasticity for the job. This showed, Walton points out, that "there's a vast amount of inventing that can be done by applying new materials to old problems."

Walton himself is a "flexible agitator" among inventors. A man who is apt to answer the doorbell in torn T-shirt and greasy trousers if a caller happens to catch him in the midst of a workshop project, the Boston inventor dresses impeccably in Brooks Brothers suits when he goes out to sell his ideas to prospective backers. Like other salesmen, he has a trick or two up his sleeve, and once had his wife park the family automobile two blocks from a manufacturer's office so that the manufacturer would not know that Walton had an old car.

The impact of this engaging personality and inventive genius on America's competitive position in the world is not subject to precise measurement, but—to take one textile-industry example—the Compax Corp. reports:

"We can say that a number of our customers are selling merchandise manufactured from fabrics processed on the Compacting Machine through their foreign sales outlets. In our opinion, the use of our trademark label, 'Pak-nit,' is one of the strongest selling features these distributors have in marketing U.S.-made underwear and other knit products competitively with foreign goods."

Quarter-century struggle

Some 10 miles west of Richard Walton's Boston home are the Belmont, Mass., office and adjoining home of consulting engineer Francis Wright Davis, who spent more than 25 of his 77 years obtaining 40-plus U.S. and foreign patents on power steering, and selling steering safety and comfort to industry and the public.

Davis' early career in his Colorado Springs, Colo., birthplace resembles the bicycle-shop origins of the Wright Brothers. Davis' older brother ran a motorcycle agency and young Francis, helping out with repairs, went through the metamorphosis from tinkerer to inventor by the time he was 18. He won the 1905 motorcycle racing event at Colorado Springs on a vehicle whose automatic inlet valves he had altered for better high-altitude speed performance. Barney Oldfield was there that day with his Ford 999 racing car.

DAVIS

Coming east for a Harvard education in mechanical engineering, followed by a long stint with the Pierce Arrow Motor Car Co.—with time out in 1915-16 for motor-truck engineering for the British War Office—Davis hung out his shingle as a consulting engineer in 1922, at age 35. Four year later, having been much occupied with maneuverability and control problems of big trucks—and having already invented a steering-gear coupling to reduce road shocks to the steering wheel—Davis and his assistant got into a Pierce Arrow parked outside Davis' little shop in Waltham, Mass., and drove to Detroit. They didn't go just for the ride.

Long life needed

This Pierce Arrow was the only one of its kind, altered by Davis and transformed into the first working model of his power-steering mechanism. In Detroit, in 10 days, 26 officials of 10 automobile companies drove and were impressed by Davis' power-steered Pierce Arrow. Many test and negotiating sessions later, General Motors signed a one-year option agreement, followed in 1928 by a license agreement guaranteeing Davis a substantial minimum royalty.

Elated, Davis knew that it was only a matter of time before his undoubtedly important safety feature would be routinely incorporated in trucks and other vehicles on the market. A mere matter of time? Actually, power steering would not reach the market for another 23 years, or 25 years from the date of Davis' trip to Detroit in his Pierce Arrow demonstration model. Today, talking of his experiences before engineering societies, Rotary Clubs and other groups, Davis can afford to smile but is not joking when he says that one thing an inventor needs is a long life.

Depression, war

What got in the way of power steering? One factor was cost of change-over. In 1932, with the Cadillac Co. on the verge of manufacturing a 12-cylinder power-steered car, a tooling-cost estimate of General Motors' steering-gear division caused Cadillac to draw back.

The general state of the economy was another factor. Cadillac's change of heart

was based on fear that there would not be enough public acceptance of such an innovation in a period of hard times.

A succession of other complications occurred after Davis turned hopefully to the Bendix Corp. and the Buick Co. Pearl Harbor and U.S. entry into World War II dictated a suspension of civilian projects, although British and American armored cars, trucks and other ordnance vehicles used power steering with gratifying results. Davis thought that this performance record would open the gates to power steering on the general market after the war, but the automobile companies then saw no incentive for such a change when they enjoyed a postwar sellers' market and would not gain a competitive advantage. They also feared that passenger car owners would not be interested, and that there might be maintenance problems with the introduction of power steering.

A buyers' market and a return to competitiveness in 1951 revived the interest of industry leaders. Chrysler took the plunge. Others followed. Public acceptance was startlingly good, and sales spurted. Three-and-a-half million power steering gears were sold in 1964, and sales for them and their accessories approximated $350 million. Gross national product, employment and balance of payments have improved as a result.

Straitened circumstances

Economic necessity, as in the case of power steering, prevented Samuel Ruben from obtaining a college education. Today, the 65-year-old inventor heads Ruben Laboratories in New Rochelle, N.Y., and is known as Samuel Ruben, D. Sc., because he holds an honorary doctorate from Butler University (1958) for his distinguished contributions to electrochemistry.

Without formal higher education, young Ruben—born in Harrison, N.J., from which he moved to New York City—had in Columbia University's Prof. Bergen Davis a mentor for 40 years, starting in 1919 and ending with the professor's death in 1959.

Working at 17 for an electrochemical company as a laboratory assistant, Ruben was noticed by Prof. Davis, a consultant to the company on the ionization of gases. Ruben, a voracious reader with a self-taught grasp of physical chemistry, was given use of the professor's library, invited to lectures at Columbia, and—in 1923—provided by his employer at Prof. Davis' suggestion with an independent laboratory out of which Ruben's inventions began to issue.

In four decades as an independent inventor, Ruben, after earlier inventing

RUBEN

the magnesium copper-sulfide dry rectifier and the dry electrolytic capacitor, has also created the quick-heating alternating current vacuum tube, high-temperature insulation for encircling wires of electromagnets, a wire-coating process that made multi-layer non-inductive precision resistors possible, and the mercury dry cell.

Exports stimulated

Dry-state rectifiers manufactured by Ruben's licensee, the Mallory Battery Co., and their sub-licensee, the Ben Wood Lindsey Co., were exported beginning in the late 1920's for use as battery-charging equipment and A-battery eliminators.

Ruben's dry electrolytic capacitor was exported in quantity by Mallory and sub-licensees including Sprague Electric Co., Magnavox and others. European licensees, acquiring the technology, paid royalties until expiration of the patents and the device was also a controlling component in widely exported items such as radio and amplifier equipment.

His rapid-heating A.C. tube was initially manufactured and exported by the Arcturus Tube Co., with RCA acquiring the patents later.

The ceramic insulated wire used in Sprague Electric resistors, an important World War II item, has been exported in volume.

U.S. annual sales of the mercury battery have been on the order of $30 million, with a correspondingly large export volume and further international trade significance as a component of small hearing aids and other devices.

Easier to reach

On the role of small business in promoting such innovations, Ruben says: "Smaller organizations are usually much easier to interest in an invention, for the principal executives are ordinarily easier to reach and assume greater responsibility for a decision to enter into an agreement. Also, there is less of an NIH factor (not invented here) to be met with."

Arizona world trade group to hold autumn meeting

The Arizona World Trade Association, first organization in the State in the global commerce field, has scheduled its first formal meeting for Sept. 22, 1965, with time and place to be announced later.

Creation of the association resulted from the efforts of a steering committee set up by experienced exporters and other interested leaders last January. C. Lee Nunley, assistant to the president of the Dye Oxygen Co., served as steering committee chairman, and members included Donald W. Fry, director of the U.S. Department of Commerce Field Office, Phoenix, and his assistant, Filmore C. Stanton.

Arizona's overseas trade is reportedly gaining so rapidly that exporters in the State are predicting a 1965 export gain proportionately greater than for the United States as a whole.

Salaries

Treating your foreign help well is important, but remember, you are competing for labor with local industry. Paying much above the going wages may endear you to your overseas employees, but no one else.

Drawing courtesy Lippincott & Margulies, Inc.

NOT SINCE THE CHATTANOOGA CHOO-CHOOO, perhaps, has a train been such a hit as this 'express' U.S. Industrial Chemicals hired for London Interplas.

Down at the station: U.S. firm rings bell with train in London

Last time, they went by boat to Kunstoffe.

This time they took a train to Interplas.

Officials of U.S. Industrial Chemicals Co. were sightseeing, to be sure. But this was no mere case of far-away places with strange-sounding names.

Kunstoffe is the plastics industry's international show in Duesseldorf, Germany. Interplas is short for London's International Plastics Exhibition. U.S. Industrial Chemicals is one of the leading manufacturers of polyethylene resins—and the sight officials most wanted to see was a crowd of customers.

For Kunstoffe, the New York company leased a Rhine River liner, ran it as a floating hotel-headquarters for clients and scored with "the most successful international exhibit the company ever had." (INTERNATIONAL COMMERCE, May 25, 1964.)

'Something spectacular'

For Interplas last month in London, the company "wanted to do something as spectacular as the boat." But the Thames, unlike the Rhine, came nowhere near the show grounds. Railroad tracks did, though—so the company hired a train.

It didn't go anywhere ("First time in British Railway history a train was hired and didn't run," a company spokesman said) but the U.S. businessmen were delighted with the trip, nevertheless.

At a price somewhere above $3300 for the 10-day show at Olympia Arena, British Railways supplied the firm with a four-car train and a steam locomotive, "an engineer in full regalia, a 'greeter' in top hat who was a sort of station master, and waiters in the dining car."

It served as a combination salesroom, lecture hall, club and lounge for an international parade of the plastics industry's customers.

The train was parked on a siding in the railway station outside the arena. Aside from the obvious differences between train and boat, the train was not open 24 hours a day and no overnight guests were aboard. For this reason, a company spokesman said, the train "was not quite so effective."

Come to lunch

Business guests—customers, agents, editors—were invited to the dining car for lunch ("There's no truly good restaurant in the hall," the spokesman said.) A theater car was used for lectures and symposiums on company products—in Danish, English, French, German, Italian, Spanish and Swedish.

A third car (used by Gen. Dwight Eisenhower and Prime Minister Winston Churchill during World War II) contained a living room, salon and conference room. National Distillers and Chemical Corp., parent of U.S. Industrial Chemicals, offered bourbon in a bar car.

USIC employees directed clients to the train from a company display inside the arena. But many visitors were on the train before they got into the hall. Signs advertising the train were posted in the railway station at which many showgoers arrived, and also in a nearby subway station through which others came.

HOBBY HORSEMANSHIP is subject of chat between A. J. Sims (left), mayor of Kensington-Chelsea, and USI's John Bathgate after mayor welcomed train.

British firm opens biggest exhibition of U.S. furniture

$170,000 worth of American goods purchased for display and sale at Ilford on continuing basis

Probably the largest exhibition of U.S. furniture ever presented in the United Kingdom is to open today (July 19) at the Ilford, Essex, store of Harrison Gibson Ltd., which operates five retail furniture stores throughout the country.

The display will cover some 15,000 square feet. Landed cost of the U.S. merchandise purchased by the British company for the exhibition was $170,000.

Mrs. David Bruce, wife of the U.S. Ambassador, is expected to attend the opening day press reception at the Ilford store.

The display is to be a continuing one, as Harrison Gibson plans to purchase U.S. furniture to replace stock as it is sold. If the exhibition is a success, other retail companies in the United Kingdom can be expected to consider the import and sale of U.S. furniture.

New market for U.S. firms

Principal suppliers for the exhibition are Sprague & Carleton, Keene, N.H., and Broyhill Furniture Factories, Lenoir, N.C. Officials of both companies report that the sales were a direct result of the visit last November to the United Kingdom of a trade mission organized by the U.S. furniture industry and approved by the Commerce Department's Bureau of International Commerce. For both companies, these sales represent entry into virtually a new market.

Following an initial contact with the mission last winter, John G. Gibson, chairman and managing director of Harrison Gibson, came to the United States, "shopped the lines" at both the Chicago and the New York furniture marts and purchased not only furniture but lighting fixtures and other home decorating items.

GOOD SPORTS

A recent sporting goods show in the U.S. Trade Center at Tokyo included products from 41 U.S. firms. Spot sales of $962,000 were reported, with more than $8 million additional expected in the next 12 months.

SPANISH MAIN GETS A NEW LOOK as Dow Chemical opens polystyrene plastics plant on Cartagena Bay.

Dow opens plastics factory in Colombia

Colombia's first polystyrene plastics plant swung into operation last week in Cartagena, famed since the 1500's as a pearl among ports on the Spanish Main.

With dozens of Colombian government and industry leaders on hand, Dow Chemical Co. of Midland, Mich., opened the plant in the growing Mamonal industrial district of the city on Cartagena Bay.

The plant was engineered and built for Dow Colombiana S.A. by Bechtel Corp., San Francisco. It covers 7.6 acres and has an annual capacity of 3300 tons.

Dow chairman Carl A. Gerstacker described the plant as a "partnership based on our mutual interests and aspirations" —expanded polystyrene sales on Dow's part and accelerated growth for the Colombian plastics industry.

Polystrene is made from styrene monomer, a liquid with ingredients derived from petroleum and coal. The Cartagena plant is using styrene feedstock shipped by tanker from Dow's Texas Division on the U.S. Gulf Coast. Major applications of polystrene, one of the most widely used plastic molding materials, include housewares, furniture, automotive parts, radio and television cabinets, refrigerator components, sports equipment and toys.

The Colombia plant is Dow's first in Latin America and 16th in an international network. It includes a marine terminal with styrene storage tanks; a continuous-process polymerization unit operating 24 hours a day, seven days a week; administration, maintenance, power and warehouse buildings; a laboratory and a water-purification plant. Construction started in May, 1964, and was in progress for a year.

State of Illinois to send trade mission to Far East

The State of Illinois is planning to send a trade mission to the Far East this fall. The mission will be lead by Governor Otto Kerner.

The group, consisting of 120 business, agricultural and State officials, will visit commercial centers in the Orient, including Tokyo, Osaka, Taipei, Manila, Hong Kong and Bangkok. An optional tour to Australia also is being considered.

More than 65 companies and trade associations are represented on the mission, which expects to leave Chicago Nov. 1 and return Nov. 24.

Taste

Just because Americans love Yumyums is no reason why Frenchmen should. How many Americans like snails?

Drawing courtesy Lippincott & Margulies, Inc.

THIS IS HOW it was five years ago at the Machine Tools Show in Chicago—and this year visitors may think they're seeing one gigantic machine shop.

COMING

5,000 foreign executives

Few U.S. fairs beckon overseas businessmen but those that do make strong effort

By CLARK JONES
Staff Writer

It's not often that trade fairs in the United States cock an eye toward buyers and executives from other countries.

But when they do, as in the case of the upcoming Machine Tools Show in Chicago, the effort is strong and far-ranging, with different strands of the whole being woven by several organizations in private industry and government.

Cooperating in the many-jointed effort are the machine tool industry, the U.S. Travel Service, several airlines and the Business and Defense Services Administration (BDSA) of the Commerce Department.

The machine tool industry is looking for at least 5,000 metalworking executives from Europe, Japan and Latin America to show up for the Sept. 20-30 event.

Regardless of the total number, though, those who do come will see the largest number of sophisticated U.S. machine tools "ever assembled under one roof," according to the National Machine Tool Builders' Association. U.S. machine tool builders will display $25 million worth of metalworking machinery and are prepared to take orders on the spot.

Gigantic machine shop

More than eight acres of exhibits—almost continuously in operation—at Chicago's International Amphitheater will give the appearance of a gigantic machine shop in action, the Association said. It will be another five years (until the next Machine Tools Show), the organization added, before metalworking machinery executives from home and abroad have another chance "to see such a vast display of the tremendous advances made in American machine tools."

The machine tool industry plans to make it as easy as possible for the executives from abroad—whether the number is 500 or 5,000. The program worked out for them includes no registration fee on showing their passport, special processing to speed entry into the exhibit area, a special International Lounge where they can talk business and special "Inquiry Timesaver Plates" which enable visitors to have trade literature describing machines sent direct to their home offices.

Interpreters fluent in at least 30 languages will be on hand, the machine tool industry added.

The United States Travel Service is

working with a number of private travel agencies overseas—by supplying counter cards (which remind customers that the show is taking place in September), and posters and folders promoting the event. The counter cards also are liberally distributed in other organizations—such as banks—which have travel departments.

This show is a boon for the Travel Service and "we'd like to see more like it," said Ben Butterfield, sales promotion officer. The Travel Service, he said, is putting on a "fairly comprehensive promotion" for what he described as "the BIG international" machine tool show in this country.

And while you're here

It also gives us, he pointed out, a "good peg to hang our 'Visit USA' program on."

A number of travel agencies overseas, especially in Germany, are offering a variety of packaged tours for business executives coming over for the show, Butterfield said. Some include transportation to the show, others include tickets to the event, and still others provide for visits to scenic spots in the United States.

Several airlines, among them Pan American, Lufthansa and El-Al, are reportedly offering package tours for those coming to the show. This, however, is being discouraged by the National Machine Tool Builders' Association because they want the foreign executives to come straight to Chicago.

Many top U.S. metalworking executives will be there instead of at their plant, the Association said, in explaining its move to discourage the tours.

For the first time

Thirty percent of all machine tools exhibited at the show will be on display for the first time.

More than 200 of the almost 700 machine tools shown will not have been "previously introduced publicly." Many more will be of 1965 vintage, but released before the show. These and other statistics, released by the National Machine Tool Builders' Show, Inc., were the result of a poll conducted among the show's 113 exhibitors, who represent about 75% of the machine tool industry's productive capacity.

Over 30 companies will each have exhibits of machine tools valued at more than a quarter-of-a-million dollars. Of those, 12 exhibits are valued above the half-million dollar mark, while two displays will exceed $1 million worth of machine tools each.

With the main emphasis of the 1965 show on quality and profitability, builders will exhibit only machines representative of types in their product lines. They will not, as others do in foreign exhibitions, exhibit several machines of the same type, differing only in capacity. The show's largest booth will contain 36 machine tools; only nine displays will have 15 machines or more.

Unlike the static displays at other shows, almost all the machine tools at the Chicago Show will be in actual operation, shaping and forming metal pieces by the thousands. Even with all the excitement and hustle and bustle, builders plan to maintain a "business-as-usual" atmosphere producing parts to exact tolerances.

While some large, house-size machine tools will be shown, The Machine Tool Show—1965 will not be dominated by the so-called "elephant machines." Most of the machinery displayed will be the "best-sellers," machines with an appeal to a broad spectrum of the metalworking world—from mass production industries to the smallest job shops.

Reaching high

Nevertheless, one builder reports he will display a machine 21 feet tall; others will be 18 and 19 feet tall. Another builder will show a machine weighing 110,000 lbs; at least two others will exhibit machines exceeding 50 tons.

Dominant features of the show will be sophistication of controls, simplicity of operation, improved quality, and high production rates. Nearly 100 numerically controlled machines will be displayed, making this the greatest exhibit of machine tools at one place and time ever, anywhere, the Association said.

Some of the machine tools will have symbolic control plates which comply with the latest international standards. The symbols eliminate the use of words when conveying information on machine tool operation instruction plates and overcome language difficulties.

In all, the machinery to be featured this September will represent significant improvements in design and performance in keeping with the Show's "Go for Profit" theme, the Association said.

Five years ago the Japanese led the list of foreign visitors, followed by the English, Germans, Mexicans, Argentines, French, and Brazilians. Presently, indications are that large contingents from Latin America and Western Europe will be among the first to arrive.

Write: National Machine Tool Builders' Show, Inc., 2139 Wisconsin Ave., NW., Washington, D.C. 20007.

'Wild West' in London store to feature U.S. foodstuffs

Jones & Higgins, Ltd., London retail store, will feature foodstuffs from the U.S. next month in the course of a storewide "Wild West" promotion.

The U.S. Embassy in London said store officials "would be interested in having discussions with, or receiving proposals from, any American companies which believe they may have something to offer that could tie in with the Wild West theme, or which might be related to the sale of typical American foodstuffs."

The Embassy pointed out that the event "will not particularly involve the promotion of American merchandise except with respect to foodstuffs." Britain's 10% tax on imports was cited as the reason.

Jones & Higgins is a member of the Great Universal Stores group, one of Britain's largest retail store organizations. Plans to hold the "Wild West" promotion in smaller stores in the group are being discussed.

Write: R. H. Ibell or B. R. Snowden, directors, Jones & Higgins, Ltd., Rye Lane, Peckham, London S.E. 15.

Trademark

Using a dog as part of your trademark might win you friends in the U.S.A. and other dog-loving countries. But it could have the opposite effect in parts of the Near East, where canines are regarded as the lowest form of life.

Drawing courtesy Lippincott & Margulies, Inc.

In at the finish: Tokyo Trade Center

The Japanese market for metal-finishing equipment is estimated at $40 million a year. Sixteen U.S. manufacturers went for a share of it this month by taking part in a special show at the Tokyo Trade Center. In the course of the 10-day exhibition: top photo, Dr. Hiroshi Asada, president of the Japan Metal Surface Finishing Association, takes notes while touring with U.S. Ambassador Edwin Reischauer; left, Ransburg Electro-Coating Corp., Indianapolis, demonstrates electrostatic coating process; below, Japanese visitor inspects cuff links which have just been gold-plated by Gilbert Messing of Sel-Rex Corp., Nutley, N.J.

Europe's big demand for petroleum seen as heralding a boom

U.S. businessman says potential for oil industry is 'awe-inspiring'

The demand for petroleum products in Western Europe heralds a world-wide boom for the oil business.

So says Andrew W. Rose, president of Byron Jackson Division of Borg-Warner Corp. and past president of the Petroleum Equipment Suppliers Association.

Rose, recently back from a European tour, cited some statistics on the use of petroleum products.

Oil consumption in Western Europe is rising at a rate of 6 to 8% a year, compared with 2 to 3% in the U.S., he said. This year, Rose said, Western Europe will use 7.2 million barrels a day—and by 1975 will be using 12 million barrels a days.

On wheels

The tremendous increase in the number of motor vehicles on European highways is a contributing factor, Rose said. Oil and gas also are finding new markets in replacing the traditional Old World fuels—coal, peat and wood—for home heating and appliances, he added. And industry will turn to oil and gas for heat and power as the fuels become more readily available.

"It takes no clairvoyant to see that the emerging nations soon will be able to afford the same conveniences and comforts that are enjoyed elsewhere," he said.

"The potential of this exploding market is awe-inspiring. Any businessman who fails to regard the whole world as his sales oyster is out of step with the times. And if he doesn't learn to think internationally, he's going to miss the excitement and rewards of our economic revolution."

For the future

Rose said oil explorations in the North Sea typify the petroleum industry's drive to provide for the future. More than $250 million will be spent in drilling operations off the shores of England in the next three years, he said.

Rose said his firm, a manufacturer and distributor of pumps and oil-field equipment, has established an oil-well servicing company in Europe and is expanding facilities to serve the North Sea operations.

MOTOR VEHICLES ARE SCOOTING along European streets and highways in greater numbers than ever, as this view of downtown Vienna indicates. The increase, coupled with new demands for petroleum products for fuel, means a global boom for the oil industry, a U.S. maker of oil-field equipment says.

Sudan's commercial TV proves effective channel

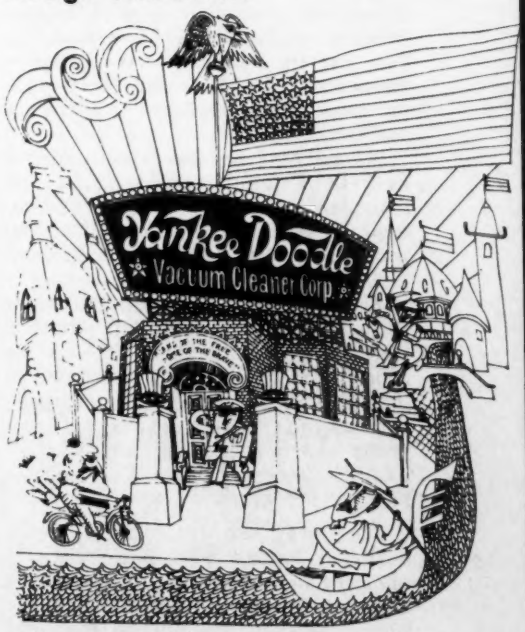
The commencement of commercial television in the Sudan on the first of June has already demonstrated its effectiveness in generating demand for new products and influencing Sudanese market tastes.

About one-fourth of the advertising time has been booked, especially by British firms, and the response by potential Sudanese customers has been excellent.

American firms trying to break into the Sudanese market will find television an excellent medium to reach an audience with the highest purchasing power, in order to promote American consumer products which are little or scarcely known by the Sudanese.

The Government-owned and operated television station, which can be seen only in the Khartoum three-towns area, has a nightly audience of 70,000. Interested American firms may obtain information about advertising rates on television, radio or mobile motion picture units which operate before an audience estimated at 5 million and which are scheduled to begin accepting commercial advertising by October, from Tie Sales Ltd., Suite 2105, 733 Third Ave., New York, N.Y., 10017. (Telephone: MU 7-2555.)

Foreign Sensibilities



Patriotism is a great virtue. But it's not always a popular export.

Drawing courtesy Lippincott & Margulies, Inc.

Japanese, with the world's highest literacy rate, not slowing down

Country continues to push for new and better teaching methods, giving U.S. manufacturers of advanced aids good chance to sell

Japan, which has had the highest literacy rate in the world for the past 15 years, isn't about to rest on its laurels.

More and more attention is being given there to national educational programs and new and better teaching methods.

The Japanese push for more education of its citizens affects people in the United States—at least those who make advanced educational and industrial teaching aids.

Those who do are invited to demonstrate and sell their products at the Trade Center in Toyko Nov. 15-20.

Conference scheduled

The show has been scheduled by the Commerce Department's Bureau of International Commerce (BIC) to coincide with the National Conference of Educators, sponsored by the Japanese Ministry of Education. More than 45,000 teachers, educators and representatives of school systems throughout Japan are expected to visit Tokyo to attend the conference.

Special programs have been planned by Trade Center personnel, in close cooperation with the Ministry of Education, to ensure a large and interested audience for demonstrations of the latest U.S. educational devices.

According to a survey prepared for BIC, Japan is an unusually attractive market for teaching aids. Although the country has the highest literacy rate in the world, it continues to give increasing attention to national educational programs and new teaching methods.

Not in the dark

The survey also disclosed that Japan is already familiar with many relatively advanced and sophisticated teaching aids, including teaching machines, language laboratories and programmed industrial materials. Therefore, the Trade Center show will emphasize the latest developments in these and other educational devices.

Additional information about trade fairs and trade center shows is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

The following products, in which new and advanced designs are of special interest, are suggested by the survey for demonstration in the show:

Advanced language laboratory systems, programmed instructional materials and teaching machines (including computer based machines) for educational, industrial and other applications, suitable or easily adaptable to Japanese needs, audio-visual training aids and devices (especially those applicable to technical fields—mathematics, physics, chemistry).

Also specialized film projection equipment, video tape recorders, student response systems, electronic training panels and kits and test scoring machines.

And still others

In addition, the Japanese Ministry of Education has mentioned, among other items, a list of products of particular interest:

Atlases and globes, laboratory and classroom equipment for physics instruction, electron accelerators for classroom use, devices illustrating nuclear reaction, X-rays, radioisotope demonstration devices, model planetariums and geological cutaways, artificial satellite models and teaching aids for mathematics.

Write or call: Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, area code 202, WOrth 7-3363, or contact any of the Department's 42 field offices.

Exhibitors sign up agency agreements at Stockholm show

Three exhibitors at the medical and surgical instruments show at the Stockholm Trade Center signed nine agency agreements—three each for Norway and Denmark, two for Finland and one for Sweden.

And one company signed a licensing agreement with a Swedish firm to make the American firm's products in Sweden.

Still working with 26 companies on agencies or distributorships are four exhibitors. One company is considering 12 non-exclusive distributorships with six in Sweden, and two each in Denmark, Finland and Norway.

Of the other three still negotiating, one is considering signing two Swedish firms; another is working with two firms in Sweden, one in West Germany and one in England; and the fourth is setting up trial agencies in the Scandinavian countries and in Italy, Spain, Belgium and Switzerland.

"All these negotiations are a direct result of exhibiting at the Trade Center, reported Wallace H. Pederson, director.

Orders expected to be booked as a result of the show, Pederson said, total $1,405,000. Merchandise on display was worth $611,500.

Firms in packaging industry asked to demonstrate films at conference in Austria

U.S. firms in the packaging industry have been invited to loan packaging films to an advertising and public relations conference next fall in Vienna.

A demonstration of international packaging films will be part of the Nov. 15-19 conference. The U.S. Embassy in Vienna believes the use of their films would offer U.S. companies an excellent opportunity to familiarize Austrian businessmen with their products.

Firms prepared to make silent or sound movies available have been invited to contact Mr. Mrazek of the Austrian Packaging Center, Hoher Markt 3, Vienna I., Austria.

Gather no dust

Trade Centers, busy places all during regularly scheduled shows, do not shut down and stand idle in the in-between days and weeks.

A look at the Frankfurt Center provides an example. At least eight U.S. firms are using the space during the rest of July and all of August for window displays.

Companies showing their wares July 15-31 include:

Famous Artists Schools, Minneapolis Mining and Manufacturing, Rogers Fashion Barn, and National Distillers Products.

Those moving in for the entire month of August include:

Johns-Manville Corp., Westinghouse Electric Co., IBM Electric Typewriter Division and James B. Beam Distilling Co.

Buyers selective at fair in Hanover

Buyers at the 1965 Hanover Fair, reports the U.S. Consulate General in Hamburg, were "very selective" and looked for "the best products, the latest innovations, the finest designs" instead of the price tag.

Sales results were estimated as satisfactory. Some exhibitors reported only moderate or poor results while those around them in similar product lines said the results were far more than they expected.

The Consulate General pointed out that "quite a large number of firms participated for public relations and for promotion of their products" and weren't "primarily concerned about sales results."

"In some such cases, successful sales results came as an unanticipated bonus."

U.S. industry was represented with 180 recognized exhibitors out of the total of 5,900. Another 25 American products were displayed by German representatives, the Consulate General said.

U.S. industries which reported the best sales results included porcelain, electronics, television, business machines, jewelry and clocks and watches.

The Consulate General said "effective participation" depended generally on two factors: a wealthy and well-known firm could use the fair to promote trade and customer relations and for incidental sales, or a firm with a "strikingly new or different product" could exhibit there to obtain qualified agents or distributors or to generate direct sales interest.

"Prospective exhibitors, particularly manufacturers of standard products who have established sales channels in Germany," the Consulate General suggested, "should consider their objectives carefully before contracting for space at the fair."

The next Hanover Fair will be held April 30-May 8, 1966.

Conference of businessmen, lawyers scheduled in Zagreb

The Second International Conference of Businessmen and Lawyers will be held during the Zagreb Autumn Fair, Sept. 16-18 in Zagreb.

Like last year's symposium, the conference will provide a forum for discussion of legal questions relating to Yugoslav foreign trade.

The participation fee is $40. **Write:** Ivan Bacun, Director General, Zagreb International Fair, Zagreb, Yugoslavia. Further details are available from the Bureau of International Commerce, Washington, D.C. 20230.

Japanese trade caravan traveling through Africa

The Japan Export Trade Organization (JETRO) has begun a caravan tour through several countries in central and eastern Africa.

About 100 Japanese companies are exhibiting their goods on the 106-day trip. Exhibit materials include small machine tools, weaving equipment, sewing machines, bicycles, radios, electric fans, pumps, compressors, generators and small power-driven farm implements.

Lyon International Fair adds specialty salon

The Lyon International Fair has added a specialty salon for toys, infant and youth furniture and similar articles.

This "toy group" will be located on the third floor of the main building of the Lyon Fairgrounds. The next Lyon Fair will be held March 26-April 4, 1966.

There were many American exhibits at Swedish fair

Represented by Swedish agents, reports U.S. Consulate General

Visitors to the Swedish Trade Fair in Goteborg, where the United States annually is one of the largest participants, often are heard to ask, "Where is the American exhibit?"

The question is one which apparently doesn't surprise officials at the U.S. Consulate General there for they point out that since American firms are represented by their Swedish agents their presence can be overlooked.

Good results

The 49th fair will be held May 6-15, 1966. Representatives of U.S. firms at the 48th, held May 7-16, were pleased, with one exception, with the results.

As in recent years, they were satisfied with the sales or prospective sales, the number of contacts made, and with the opportunity to publicize their products more.

Only one American firm said it would not return to the show next May—and it was selling technical equipment, the Consulate reported, and "very little was invested in his exhibit." This makes it easier to "appreciate why there was not more interest in those products," the Consulate General said.

Four countries—Brazil, Indonesia, Iran and Pakistan—exhibited for the first time at the 1965 show.

Hospital supplies show set next fall in Sydney

Australia's fourth National Hospital Equipment and Supplies Exhibition will be held at the Manufacturers' Hall at the Royal Agricultural Society's showground in Sydney Nov. 10-12.

At the show last year, 96 exhibitors displayed hospital equipment and supplies in 176 categories—from adhesives to wheel chairs.

Write: Industrial Public Relations Service of Australia, Pty., Ltd., Box 4180, G.P.O., Sydney.

COSTA RICA

Import pattern changing

Entry into Central American Common Market changes volume and type of imports

By JAMES MAISH, JR.
Commercial Attaché
U.S. Embassy, San Jose

Costa Rica continues to develop as a market for imported products, but its import pattern is changing as a result of entry into the Central American Common Market (CACM).

Intra-area trade has expanded and is altering imports. Rising industrial investments, many of which involve U.S. capital, are also affecting the import picture. The traditional emphasis on finished goods is being replaced by a growing need for machinery, equipment, components for assembly, and raw materials.

Principal imports now are semi-manufactured products, machinery and transportation equipment, chemicals, and petroleum products.

Even though the pattern is changing, imported goods and services still account for somewhat over 30% of domestic consumption.

Industrialization on the basis of small enterprises using domestic raw materials to the fullest extent possible is a recommended approach to diversification of the country's economic base. Although the industrialization program has resulted in some import substitution, it has also caused increased imports.

To participate fully in the shift of trade patterns, greater effort is needed by U.S. exporters of machinery, equipment, components, and raw materials.

European and Japanese suppliers continue to offer very stiff competition in these categories, because of lower price levels and liberal credit terms.

European and Japanese traders are also more inclined to provide technical assistance in the installation, preliminary operations, and worker training on sales of heavy industrial machinery and equipment. These costs reportedly are sometimes shared between the exporter and government trade promotion agencies.

The willingness of European and Japanese suppliers to furnish unsophisticated machinery with a low production capacity geared to the CACM gives them an advantage with local importers. Better product adaptation to local requirements must be considered by U.S. manufacturers who are sincerely interested in the Costa Rican and Central American markets.

Costa Rican figures place total imports in 1964 at $138.6 million—approximately 12% over the 1963 total. Total exports, despite the partial loss of the coffee crop due to volcanic ashfall, were roughly 19.5% higher than 1963.

THE SKY'S THE LIMIT for these Costa Rican children. The Central American Common Market is raising the economic outlook for children throughout the area.

A good part of this rise was due to the movement of commodities manufactured in Costa Rica to other Central American Common Market countries, as shown in the accompanying table.

In 1963 semi-manufactures for industry, machinery and transport equipment, and chemical products, combined, represented approximately 77% of total imports, and remained at approximately the same level in 1964. The outlook for 1965 is estimated at roughly 80%.

Textile industry

Many opportunities exist for the sale of U.S. textile machinery and components. The installation of approximately 30,000 additional spindles to the industry is contemplated for 1965 and 1966. Ownership and management in the Costa Rican textile industry is in many cases vigorous, knowledgeable, forward looking and constantly on the alert for new machinery and industrial techniques.

Costa Rican manufacturers are optimistic over the growth of the industry in the country, as the CACM demand for the quality products of the local garment industry exceeds their ability to supply. Manufacturers are therefore eager to expand and modernize their plant installations.

Construction

In this pre-election year the pressure will be for accelerated public sector investment. The sale of construction materials is highly competitive and, apart from the formidable competition faced from Japanese and European exporters, U.S. exporters also must compete with the rapidly rising competition form within the CACM.

With the letup in volcanic ashfall, construction activity in the public and private sectors has picked up and with it, the market for construction machinery, equipment, and materials has again become attractive. U.S. firms, however, need to move in with greater determination and imagination and, of course, offer competitive prices and credit terms to contain the wider inroads from competitors.

U.S. suppliers must be suitably represented in Costa Rica in order to keep abreast of public tenders as they are published in the Official Gazette of Costa Rica and to make sure they qualify for bidding on these projects.

Drawings on Alliance for Progress loans in 1965 could reach $20 million and will finance large infrastructure projects such as roadbuilding, low-cost housing, water supply systems, and development of hydroelectric power resources. The result will be substantial imports.

There are approximately 26 national highway projects to be contracted, of which 12 for 144 kilometers of road recently have been let. In addition, approximately 600 kilometers of feeder and access roads will be contracted.

Because of the extensive highway plan envisaged for 1965-70, new engineering and contracting firms are being formed in Costa Rica to participate in this business. Most of the new firms need considerable earthmoving equipment to complete their projects within the prescribed periods of time.

A recent housing survey by the Instituto Nacional de Vivienda y Urbanismo (INVU) estimated the demand for low-cost and middle-class housing to be 3,900 units per year. The existing national housing shortage is estimated at 94,000 units. Construction of additional low-cost houses by the INVU will be accelerated in 1965-66, utilizing a $3.6 million credit received from the Inter-American Development Bank (IDB). A sizable demand exists also for middle-class housing in the $8,000 to $10,000 category.

The Servicio Nacional de Acueductos y Alcantarillados (SNAA) is developing a vast plan for improving the water distribution and sewage system of the metropolitan area of San Jose, and also has a loan project pending with the IDB to finance the construction of water supply systems in 131 cities and towns.

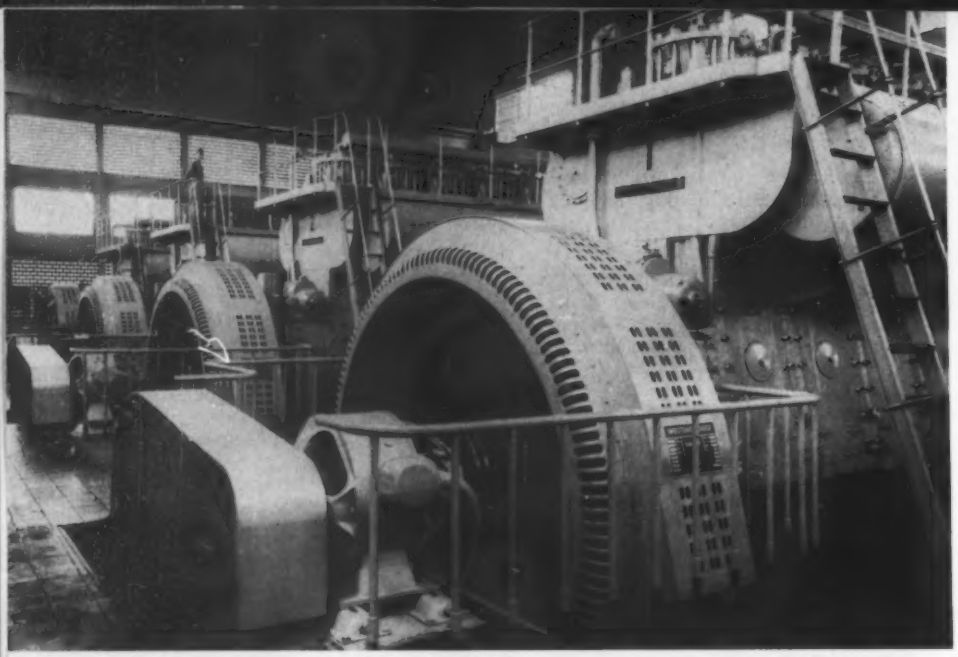
The Instituto Costarricense de Electricidad (ICE), which is in charge of developing the country's electric power resources, is now breaking ground on a 60,000 kw. Tapanti Power Project which is scheduled for completion in 1969. ICE is also preparing plans and specifications for a steam generating plant at Limon.

Must be realistic

Unless the problem of shipping facilities and more realistic freight rates can be overcome, U.S. manufacturers of construction machinery will continue to be at a disadvantage in competing with European exporters. A large part of United States machinery and equipment manufactures originate in factories located in the upper Midwest and therefore are burdened with inland freight charges. On the other hand, many European manufacturers reportedly are located close to a seaport so that inland freight charges are virtually non-existent.

The outlook for U.S. food products is not very favorable due to high tariffs and transportation costs. The development of the food processing industry in Central America has been accelerated and includes production of numerous

A UNITED FRUIT Company ship takes on cargo at the port of Golfito. Employee housing is in background.



DIESEL MOTORS from Westinghouse, serve Costa Rica's La Garita power plant, above, while below, several bystanders join in as a young Costa Rican negotiates the purchase of a toy cart from a sidewalk toy stall set up during the Christmas season.

U.S. brands under licensing or joint venture.

Supermarkets appear to be expanding in popularity and many of them will continue to stock and sell U.S. products despite their higher prices. To maintain a foothold in this market, U.S. manufacturers of food products may find it advisable to consider the production of their products under a licensing or joint venture arrangement with Costa Rican industrialists.

The growing tendency to establish manufacturing industries that import the more basic chemicals and transform them into final products will restrict imports of trademarked consumer products. The production of basic chemicals is still not being done on a significant scale, so that high demand for basic and semi-manufactured chemical products will continue throughout 1965.

An 8,000 bbl/day petroleum refinery now under construction at Puerto Limon (about 30% complete) is expected to become a source of coal-tar chemicals in 1966. A large chemical plant will also be built in 1965/66 to produce basic insecticides and fungicides. A market exists for small-capacity chemical mixing equipment.

Logging, wood-processing

With large forest reserves of mixed tropical hardwood stands, and with a growing recognition that lumber, plywood, and other wood products constitute a real hope for easing the country's chronic trade deficit, interest in the exploration of the country's timber resources is growing. This interest can be translated into a demand for considerable logging and milling equipment such as crawler-type tractors, diesel-powered log trucks and arches, and sawmills.

In order to compete, however, it is essential that relatively low-cost but well-made equipment be offered. A market also exists for good reconditioned sawmill machinery and equipment. Offers of sawmill equipment can be transmitted to the Camara Forestal de Costa Rica, P.O. Box 1252, San Jose.

An upsurge in commercial activity is foreseen for 1965, despite continuing fiscal and international payments problems. While these problems could be cited as justification for imposing restraints on non-essential imports, this is not likely in a pre-election year. Thus Costa Rica will tend to favor a program of expanded exports to alleviate existing trade imbalances.

A consumer tax on a growing number of products is resulting in some discrimination against imports. Products on which a consumer tax has been levied include: refrigerators, freezers, passenger automobiles, television sets, cement, phonograph records, perfumes, lotions, cosmetics, galvanized iron roofing sheets, ladies' hosiery of synthetic yarns, motorcycles, motor-scooters, radios and radiophono consoles, paints, lacquers, enamels and varnishes, and synthetic detergents.

However, a persisting strong consumer preference for imported durables and capital equipment, which is not covered by the tax, will assure a steady market for goods from the United States.

As Japan and West Germany appear to be selling with a sense of urgency, United States exporters likewise must intensify their sales effort. Channels of distribution and sales techniques should be carefully reappraised. More emphasis on sales financing and after-sales servicing is recommended.

Closer contact between the home office in the United States and the foreign representative should be established. This means prompt acknowledgment of orders and all correspondence, and the establishment of closer personal contact with the overseas customer.

More serious consideration should be given to the fact that Costa Rican demand generally is for the simple and functional products, and modifications should be made if necessary to promote a product's export sales. The marketing of simple and functional products should do much to destroy the myth that prices of all U.S. products are higher than the prices of similar Japanese and European goods.

American suppliers should be willing to accept small orders, particularly in the early stages of market development.

Coupled with an increase in buying power and a rising standard of living, the demand for U.S. goods, particularly at the consumer level, will remain at favorable levels throughout 1965.

Imports from U.S. decreasing as Swiss boom loses momentum

Anti-inflation drive tightens credit, limits foreign workers; EFTA trade increases, but Germany remains top trading partner

Switzerland's booming economy continued to expand during the first quarter, but the rate of gain was slowing, and some signs of softening were apparent in the industrial sector. The labor shortage was still acute.

Although industry continued to operate at practically full capacity, fewer overtime hours were worked than in first quarter 1964. The volume of new orders received declined, ranging from a fairly sharp drop in the textile sector to a moderate dip in the machinery industry. Nevertheless, backlogs in all major industries were large enough to ensure full employment for several months.

The Government moved to siphon off excess demand and halt inflation by tightening credit, restricting construction and reducing the foreign labor force. There was evidence that these measures produced a very healthy trend toward greater rationalization of Swiss industry, in addition to dampening various overheated sectors of the Swiss economy.

Imports rise

Swiss imports in the first quarter of 1965 totaled $889.6 million, compared with 868.9 million a year ago. Exports rose a very substantial 12%, from $601.2 million in the first quarter of 1964 to $673.8 million in the first quarter of 1965. The trade deficit dropped from $267.8 million to $215.8 million, but was higher than in the fourth quarter of 1964.

Imports of lumber, clothing, leather and rubber goods declined, but shoes and fresh and frozen foods were imported in somewhat larger amounts than in the first quarter of 1964. Export gains were recorded in electrical and non-electrical machinery, watches, chemicals and pharmaceuticals.

Switzerland's principal single trading partner during the first three months of the year was again the Federal Republic of Germany. The European Economic Community as a whole continued to be the country's chief supplier and major customer.

Switzerland's EFTA partners improved their trading position, however, both as suppliers and buyers. This shift toward increased trade with the EFTA countries was particularly pronounced in the past quarter. The growth rate of imports from EFTA was 7.6% higher than imports from the Common Market.

Exports to EFTA also expanded much faster than those to the EEC area, despite an import surcharge of 15% imposed by the United Kingdom. This levy hit almost 90% of all Swiss exports to the U.K. and contributed to a 7% drop in those exports during the first quarter. This loss was more than made up by increased Swiss exports to Sweden, Austria and Denmark, however.

Imports from U.S. dip

While Swiss exports to the U.S. expanded, imports of U.S. goods declined slightly, due to the abnormally high level of aircraft imports the previous year and to the U.S. East Coast dock strike early this year.

There was a slight decline in Swiss purchases of U.S. construction machinery and earthmoving equipment, reflecting the Swiss Government's decision to restrict building activity as a measure against rising inflation. Much more conspicuous was the decline in sales of U.S. motor vehicles, which dropped to $4.2 million, 30% below the first quarter of last year. Imports of polymerized plastics were virtually unchanged.

Spectacular growth occurred in sales of American electronic measuring and testing instruments, which jumped 50% to $1.4 million. With an eye to developing this market further, the Department of Commerce is sponsoring a major promotional effort in the International Exhibition for Industrial Electronics (INEL) to be held in Basel from September 7-11.

Exporters fare best

Industries with a large export trade generally prospered more than those primarily serving the domestic market. In the machinery, metalworking, and watch manufacturing industries more overtime was worked than in the same period of the previous year. One exception was the textile industry, which suffered from decreased foreign demand and greater competition from imports.

The effects of the Government's anti-inflation program led manufacturers to decrease their investment in new plant substantially below the levels of the first quarter of 1964.

Construction activity continued at a high level during the quarter.

Retail sales gain

During the first two months of the quarter the volume of retail sales was about 7% higher than in the same months of 1964, representing only a slight drop in the growth rate of 8-9% which prevailed throughout 1964. The greatest sales increases were registered in foodstuffs, household appliances, drugs and toilet articles, sporting goods and office machines.

Milk production increased by more than 8% over the first quarter of 1964. Meat production from domestically-raised animals increased by 5%, resulting in a decrease in imports. Domestic beef production was still inadequate to meet demand, however, so a high level of imports was still needed. The scarcity of beef also led to some diversion of consumption from beef to pork.

Since there is virtually no unemployment in Switzerland, the main variable in the employment picture is the number of foreign workers who have not acquired permanent residence rights in Switzerland. A Government survey in February revealed a total of 561,000 "controlled" foreign workers, an increase of 2.7% over the total in February 1964.

Limitations

In order to make the hiring of new foreign workers more difficult and to bring about more selectivity in the hiring of foreigners, the Federal Council issued a decree effective February 15 providing that no foreigners could enter Switzerland for the purpose of working unless they had already received residence permits based on job contracts before crossing the border. No permits were to be issued to foreigners who had entered the country without first obtaining them.

On February 26 the Federal Council issued another decree providing that, with a few exceptions, all firms in Switzerland employing more than 10 foreigners would have to reduce their foreign work forces by 5% by June 30. The decree announced that another 5% reduction was envisaged for the following year, but the exact extent and conditions of the second reduction will be determined only after the effects of the first action were seen.

THE FLOWER MARKET in Grand Place, an ancient center of economic activity in the heart of Brussels. The Belgian economic growth rate has leveled off, but is still maintaining a strong sustained pace.

Belgian growth rate levels off, but export surge continues

Use of Netherlands' natural gas expected to play large role in industrial development; anthracite imports restricted

At the end of first quarter 1965 the Belgian economy had reached a plateau of activity approximating the level of a year ago.

Following last year's trend, exports surged forward again but imports showed little gain. Wholesale prices stabilized, while retail prices continued to rise, although at a slower rate. Industrial activity declined considerably from the last quarter of 1964, but was slightly above the first three months of 1964.

The capital market reflected the mild general slackening of economic activity, and prices on the stock market edged downward gradually during the quarter.

The number of new U.S. investments was far below that of the comparable months of 1964, but the value of one major venture outstripped the total value of U.S. investments made in Belgium for the whole year 1964.

During the first 3 months of 1965, BLEU imports totaled $1,464 million, 0.8% above the comparable months in 1964, while exports were $1,592 million, a gain of 16.5% over January-March 1964. In the early months of 1965, U.S.-BLEU trade was adversely affected by waterfront strikes in the U.S. Gulf and East Coast Ports and in Antwerp, helping to lower trade levels.

Overall industrial activity during the first quarter of 1965 declined markedly from the preceding quarter. The AGEFI (Agence Economique et Financiére) index of industrial activity for January-March 1965 was 182.7, compared with 182.1 for first quarter 1964 and 190.6 for the last three months of 1964 (1953 =100). Production levels for January and February were below the corresponding months last year, but a sudden spurt in petroleum refining pushed the quarterly average slightly above that of a year ago.

Belgian industry showed widely varied performances. Conditions in most sectors were satisfactory or better, but a few exhibited considerable weakness. The coal industry is especially shaky, after a mild winter which caused a large accumulation of stocks. The Government began to restrict, effective April 1, imports of anthracite from non-EEC countries. Previously, only imports of coking coal had been restricted. The problem of handling Belgium's ailing coal mines is one of the more difficult ones which will face the new Government to be formed from the winning parties of the May elections.

On the other hand, crude steel production did well. Production of 2,238,000 metric tons for the first quarter was up about 6% over the comparable quarter in 1964. The Belgian steel industry, however, has profited from the threat of a possible steel strike in the U.S. Although orders from other Common Market countries fell off, new demand from the United States and other countries took up the slack.

Metal comeback

Metal manufactures appeared to be staging a come-back following rather a poor performance in late 1964. The situation for primary metal manufactures was satisfactory, whereas the transport material, consumer durables, and heavy capital goods sectors have been lagging. The glass industry had troubles as a consequence of weakening demand, both domestic and foreign, for flat glass, but the demand for hollow glass continued healthy.

A rapid tempo of activity continued in construction, but signs of a slowdown were evident. A large number of building plans for which authorizations had been obtained were not being carried out. The public works program appeared to have bogged down, but the Government may decide to begin work on some needed road-building and repair programs when it becomes evident that inflationary pressures have been brought under control.

The textile industry has been experiencing adverse conditions for some time. February production was below that of February 1964. Exports declined while imports grew during the quarter, and some layoffs occurred. The cotton textile sector was the hardest hit, although synthetic and artificial fibers were faced with weakening demand. Woolen yarns and fabrics showed more strength than the other textiles.

Possibly the most significant development during the quarter for Belgium's economic future was the passage of enabling legislation for the importation of natural gas from the Netherlands. Dutch natural gas should start entering Belgium in small quantities next year and will play an important role in the future Belgian energy picture. Importation and distribution of the gas will be handled by DISTRIGAS, a private Belgian

SHOPS ALONG the Rue Neuve are less traditional, and cater to the modern tastes of Brussels shoppers.

gas distributor, which will undergo a change in its corporate structure and include participation by the Belgian Government and the Shell-Esso joint venture, Nederlandse Aardolie Maatschappij (NAM).

On March 23 the ratification protocol of the Scheldt-Rhine Treaty with the Netherlands was signed, and the Treaty entered into force on April 23. The new inland waterway which will result from the Treaty will be of vital importance to the port of Antwerp. This facility will shorten the run from the Antwerp docks to the Rhine River by about 25 miles and by 4 hours travel time.

During January and February, 2,752 sea-going vessels called at the port of Antwerp. This total represented a decrease of 437 vessels from the comparable period of 1964 because of the 7-day strike and the subsequent slow-down by personnel who operate key locks in the port.

The growth of liquidity, which had been rather marked during the last quarter of 1964, tapered off during the first 3 months of 1965. Central Bank gold and foreign exchange reserves, which had increased by $160 million during the last quarter of 1964, remained at about $2 billion during January-March 1965. Bank deposits increased 4.4% between December and February.

The pace of U.S. investment in Belgium slowed during the quarter, probably attributable in large measure to the President's appeal in early January to limit capital outflow as a contribution to the U.S. balance of payments problem. The decline in no way reflects a change in attitude on the part of the Belgians toward foreign investment, since Belgium continued to pursue its policy of attracting investors in the face of criticism of such investment from some other countries.

During January-March 1965, ten U.S. firms invested in Belgium, compared with 26 in the preceding quarter and 24 in the the first quarter of 1964. The largest U.S. investment announced during the period was General Motors decision to construct a new plant near Antwerp to assemble 50,000 Opel automobiles annually. Although the new plant involves the investment of approximately $100 million, General Motors said that none of the capital for this investment will come from sources in the United States.

India gets $84 million loan for power equipment imports

The World Bank has approved two loans totaling the equivalent of $84 million to India to help pay for imports used in the expansion of electric power generation and transmission facilities.

A loan of $70 million will assist the extension and interconnection of electric power transmission facilities throughout India by financing the imported equipment and materials required to construct approximately 8,000 miles of high voltage lines and 300 substations. The second loan, amounting to $14 million, will help to finance the addition of two units at the Kothagudem thermal power station in Andhra Pradesh, doubling its capacity to 240,000 kilowatts.

All equipment to be financed by the Bank loan will be purchased after international competitive bidding. The total cost of the transmission system expansion under the Third Plan is estimated at the equivalent of $390 million, of which $120 million is foreign exchange.

For the most part, the State Electricity Boards, working under the general supervision of India's Ministry of Irrigation and Power, will be responsible for carrying out the expansion program. Regional Electricity Boards, which were formed recently, will assist in planning and coordinating interstate programs. The $14 million loan for the Kothagudem Power Plant will finance the installation of two additional 60,000-kilowatt steam turbo-alternators, their auxiliaries and associated civil works. The proceeds of the Bank loan will be used to cover the foreign exchange cost of imported equipment and supplies.

THE DEFT TOUCH of a robust man is being passed on to the young apprentice at right by this Waterford glass-blower. Traditional industries like this have been hurt by the U.K.'s import surcharge.

Irish economic growth slows, but outlook remains optimistic

Reduction of U.K.'s import surcharge should boost exports, dock strike hampered U.S. sales to Ireland during first quarter

Some leveling off of Irish economic growth was noted during the first quarter of 1965, but a 4% growth rate is forecast for the year, only slightly less than 4.2% of last year.

Although industrial production figures for the first quarter are not yet available, indications are that the rate of expansion will be somewhat lower than the 10% rate of 1964. This slowdown can be traced to the impact of the United Kingdom import surcharge, as the British market is vital to Irish manufacturers. The reduction of the levy to 10% late in April should have a favorable effect on second quarter industrial output.

There also appears to be a decline in the number of new foreign industrial investments, but expansion continues for those foreign firms already established in Ireland. The leading investment news of the quarter was the announcement of a $8.4 million expansion for a foreign-owned oil refinery.

Agricultural production continued to increase, due largely to the continuing high prices for meat. Dairy products also continued to experience a strong market.

Ireland's imports continued to increase during the first quarter, reaching $261.5 million, a rise of $16.4 million over a year ago. No detailed breakdown of this figure is available yet, but it is presumed that the increase runs more or less across the board, following the general pattern of recent years.

U.S. exports to Ireland dipped to $11.7 million during the first quarter of this year, compared to 1964's $15.2 million. This decline can be largely traced to the East Coast dock strike which tied up U.S. shipping during the quarter.

Irish exports declined by $16.4 million during the quarter, down to $136.6 million. The primary cause was a reduction in cattle trade. A decline in exports of manufactured goods was also noted, especially in the clothing and footwear industries which have been greatly affected by the United Kingdom import surcharge. A resumption of cattle and beef exports on a considerably larger scale is expected later in the year, with total exports at least reaching the 1964 level.

The trade deficit increased by $31.9 million, resulting in a decrease in Ireland's foreign exchange reserves. This trend contrasts with the sharp upward movement of reserves during the past three years, resulting from heavy capital inflow.

Labor relations remained a problem, resulting in a large number of serious disputes over shorter hours and higher wages in small firms.

Inflation continued during the quarter, but not at last year's high 7% rate, as the consumer price index increased by about 1.7% from mid-February to mid-May. Retail sales ran about 9% higher during the quarter than a year ago.

Ireland continued to express interest in accession to the General Agreement on Tariffs and Trade, as talks were held at Geneva in mid-March to clarify various aspects of a proposed Irish application.

Help for investors

Are you considering investment in emerging world areas? Do you wish to license your technical know-how in developing countries? Do you require guidance in implementing your investment decision?

For assistance on specific investment problems in lesser developed parts of the world, contact the Bureau of International Commerce, Office of International Investment, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: Area Code 202, WOrth 7-4065.

ALL OUTLAYS COVERED

AID funds return to U.S. pockets

Domestic procurement reaches 80% high as 93 cents of every dollar in this category remains at home

A total of 80% of all Agency for International Development expenditures went for U.S. goods and services during the first half of the 1965 fiscal year, marking a new high in domestic procurement.

According to AID, this total further lessens the impact of economic assistance programs on the balance of payments deficit. The rate compares with 47% in 1962; 61% in 1963; and 74% last year.

The AID figures cover all outlays, of which commodity procurement is the major component. In this category, 93 cents of every dollar remains in the U.S. economy.

AID estimates that the 80% level will be surpassed during fiscal 1965 as a whole and in expenditures foreseen during fiscal 1966. Officials point out that these estimates are given on an expenditure basis and not as program obligations.

Funds committed

Planning estimates call for 85% of AID funds committed in fiscal 1966 to be spent in the U.S.

The 80% U.S. expenditure figure during the first six months of fiscal 1965 (July-December 1964) represents $827 million spent in the U.S. for goods and services, of a total of slightly more than $1,000 million.

Comprising this figure are such program outlays as commodity procurement, inland and ocean freight on these goods and on surplus foods distributed by associated voluntary agencies, technical service contracts with business firms and universities, foreign student training, cost of AID technicians overseas, U.S. contributions to international organizations for development and relief purposes, and administrative expenses.

Commodity procurement accounts for the biggest share of all AID outlays—$665.2 million of the $1,030 million total in the first half of fiscal 1965.

Record payments

Payments to U.S. suppliers during the six months amounted to $616.2 million or 93% of all commodity expenditures—a record high for any half-year.

The 93% U.S. source for commodity expenditures compares with 86% during fiscal 1964 and only 41% during fiscal 1960 before more restrictive purchase policies had achieved fullest effect.

Export financing for U.S. firms also moved at a record pace in terms of dollar value. The six months U.S. total of $616.2 million compares with $993.5 million in U.S. commodities during the entire 1964 fiscal year.

While the swing to U.S. source procurement continues, further decline was noted in commodity purchases outside the U.S. Only 1% was spent in the 19 developed countries (mainly Western Europe and Japan), and 6% was bought in the developing countries. No funds may be spent in Communist bloc areas.

In the commodity purchase category, nearly one-fourth of the $616.2 million in AID-financed exports during the six months involved machinery and equipment of many types including industrial machinery and tools; electrical apparatus; construction, mining and conveying equipment; generators, turbines and engines; and agricultural tractors and implements.

Sizeable sales

The value from U.S. manufacturers was $149.9 million, accounting for 92% of all machinery and equipment purchases.

Iron and steel from U.S. mills amounted to $131.7 million—95% of all AID-financed steel mill products.

Examples of other U.S. industrial groups registering sizeable sales during the six months were (percentage is U.S. share of AID-financed purchases in respective groups):

Motor vehicles and parts, $44.4 million (99%); chemicals and related products (including pharmaceuticals), $45.0 million (90%); fertilizers, $38.1 million (92%); copper, $15.1 million (97%); pulp and paper, $15.7 million (90%); textiles, $16.8 million (98%); railroad equipment, $10.7 million (99%); petroleum and products, $20.9 million (68%), and rubber products, $15.0 million (98%).

Among developing areas buying these good with AID credits, the Near East-South Asia region accounted for the greatest value, $315 million—with all but $6 million purchased from U.S. suppliers. India, Pakistan, and Turkey together bought nearly $280 million of U.S. products during the six-month period.

U.S. exports of AID-financed goods to other regions during this period were Latin America, $139.7 million; Far East, $115.2 million; and Africa, $45.8 million.

How U.S. share has doubled

(000's of dollars)

Fiscal year	Total Expenditures	United States		19 Developed Countries		Developing Countries	
1959	$1,002.1	$475.0	47%	$422.3	42%	$104.8	11%
1960	1,040.2	422.7	41	513.9	49	103.6	10
1961	1,054.6	465.7	44	496.4	47	92.4	9
1962	883.9	586.4	66	139.0	16	158.5	18
1963	1,145.9	905.1	79	78.0	7	162.7	14
1964	1,150.2	993.5	86	38.7	4	118.1	10
1965 (1st Half)	665.2	616.2	93	10.5	1	38.6	6

Malaysia sets new taxes on films, tin operations, payroll, turnover

Malyasia has introduced several new taxes affecting commercial films, tin mining operations, turnover and payroll.

A levy on commercial films, retroactive to last Jan. 1, amounts to 15% of gross receipts of films. The tax is collected from the distributor rather than from the exhibitor.

A tin profit tax also goes into effect in 1965. It establishes a tax at a rate of 10% of the profits derived from tin mining operations, and is in addition to the standard income tax.

Exemptions from payment of this tax will be granted a taxpayer whose tin profits are less than $3,333 or whose payment of the tax would reduce his tin profits to less than $3,333.

Administered separately

The turnover tax, which retroactively goes into effect last Jan. 1, will be administered separately in each of the four Malaysian areas. It amounts to a rate of ½ of 1% on a person's or company's gross turnover if the turnover exceeds $12,000 a year.

Turnover from exports and from goods traded between Sabah-Sarawak and Malaya-Singapore is exempted from the tax to protect Singapore's entrepot trade and to offset the higher costs of goods which must be transported between Malaya-Singapore and the Borneo States.

Exemption from this tax will also be granted for turnover resulting from the sale of minerals mined in Malaysia, Malaysian primary commodities and products derived from such commodities, and pioneer products for the period that the pioneer company is exempt from income tax payment.

In addition, exemption from the turnover tax is granted to Government and statutory bodies, co-operative societies, trade unions, non-profit organizations and Malaysia airways.

Some employers exempt

The new taxes also include a payroll tax at a rate of 2%. Several categories of employers are exempted from the tax, including pioneer status companies for the period in which they are not required to pay income tax. Partial refunds will be granted to manufacturers of products for export.

Full exemption from the payroll tax is extended to all statutory bodies, charitable and religious organizations, universities, technical colleges and schools, non-profit hospitals and orphanages, political parties, co-operative societies, trade unions and United Nations agencies.

The capital gains tax, announced last year, will not be imposed on stocks, shares and debentures at least until Jan. 1, 1966. Other transactions, including immovable property and commodities traded on a future market will be liable to the tax from Nov. 25.

For additional information on the Malaysian taxes, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Tariff group investigates walkie-talkie imports

The Tariff Commission has received a complaint from Electrosolids Corp. of Los Angeles alleging unfair methods of competition and unfair acts in the importation and sale of certain walkie-talkie units incorporating detector circuits.

The Commission has initiated a preliminary inquiry into the allegations to determine the necessity for a full investigation and if so, whether the Commission should recommend to the President the issuance of a temporary order of exclusion.

A copy of the complaint is available for public inspection at the Office of the Secretary, Tariff Commission, 8th and E Sts., NW., Washington, D.C. and in Rm. 437, Customhouse, New York.

IRISH SHOE FAIR

The Second Irish Shoe Fair will be held Oct. 11-15 at the Dublin Intercontinental Hotel. It will be open to the trade and press, and selected footwear from the exhibitors' ranges will be shown in shoe parades twice daily.

Write: Frank O'Connor, Irish Export Board, 33 East 50th St., New York 22, N.Y.

Germany extends basic rights to resident aliens

All basic rights, except those which are explicitly reserved to German citizens by the Constitution, may be exercised by foreigners residing in Germany so long as they do not jeopardize the vital interests of the German nation.

This principle has been established in a new law regarding alien residents (Auslaendergesetz) which supersedes the Police Ordinance Concerning Aliens (Auslaenderpolizeiverordnung) of Aug. 22, 1938, under which foreigners residing in Germany were considered guests.

The Department of Commerce publication entitled "Residence and Business Rights of Aliens in Federal Republic of Germany and West Berlin" should be amended accordingly.

ECSC will sponsor second steel congress

The High Authority of the European Coal and Steel Community will hold a second international congress on steel production and utilization Oct. 26-29 in Luxembourg.

Four specialized work groups will examine steel and industrial design; the surface of steel; cold forming and modern assembly.

The first steel congress, held last October, was devoted to a comprehensive discussion of the requirements and trends in the building sector.

The High Authority has been prompted to organize these congresses by the interest of the steel industry in ways to employ the world's rapidly growing steel capacity.

For further information, **write:** European Communities Information Service, 900 17th St., NW., Washington, D.C. 20006.

Belgium sets sanitary rules for meat imports

Belgium has established new sanitary requirements which must be met in order to import red meats.

The requirements will become effective on Aug. 25.

For an English translation of the requirements on a loan basis, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Malaysia changes laws relating to pioneer industries

Amendments made to harmonize incentives for industrialization

The Pioneer Industries (Relief from Income Tax) laws of Malaysia have been amended to harmonize incentives for industrialization throughout Malaysia.

They provide for tax relief to pioneer industries in all three areas during two years. Such relief can be extended up to five years depending upon the amount of their fixed capital expenditure-investment in building, plant, and machinery.

The amendments also extend the present exemption from income tax on dividends paid out of exempt income in the tax relief period. This exemption means that distribution by a holding company out of such dividends are also exempt.

Since existing Sarawak legislation relating to pioneer industries is quite different from that of the other Malaysian areas, it will be replaced by the Ordinance applicable in one of the other Malaysian areas. It is expected that a single Malaysian Pioneer Industries Law will be introduced within three years to replace all the existing laws.

Payroll tax exemption

It has also been announced that all pioneer status companies in Malaysia are being given exemption from the new payroll tax, but only for the period in which they are not required to pay income tax.

Each of the four Malaysian areas continues to have its own valid list of industries and products eligible for pioneer status. However, these areas must consult with the Central Government Ministry of Commerce and Industry before changes are made. Although applications by new industries for pioneer status must be made to the Government of the Malaysian area in which they intend to locate, these applications must be approved by the Central Government.

A total of 250 companies have pioneer status in Malaysia. Of these, 110 are in Malaya, 117 in Singapore, 12 in Sarawak and 11 in Sabah. These firms have a total paid-up capital of $155.5 million. Pioneer status in principal has been granted to an additional 13 companies in Singapore.

For additional information on the pioneer industries legislation and lists of products eligible for pioneer status and pioneer companies in the Malaysian areas, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Saudi Arabia adopts metric system for local merchandise

Saudi Arabia has adopted the metric system for local marketing but has partially exempted commodities imported from countries which do not employ the metric system.

Such goods may be displayed for sale marked with the measures used in the country of export, provided that they are in fact sold locally in terms of metric units.

U.S. firms which produce items labeled according to the metric system for other export markets should consider the use of such labels on their shipments to Saudi Arabia.

Barbados, British Guiana establish free trade area

Barbados and British Guiana have announced an agreement to establish a "free trade area" to become effective not later than Jan. 1, 1966.

A joint communique also called for the appointment of a working party to explore the implications of creating a full customs union between the two territories, and stated that the participation of other territories within the area would be welcome.

The major objective was declared to be the formation of a viable economic community within the context of early independence for all Carribbean territories desiring to participate.

FABRICS

License sought to produce plastic coated fabrics for use in upholstery and for fancy leather goods; metal coated fabrics for use by electric industries; imitation fur fabrics; fabrics for insulation of electric cables, for filters and other industrial purposes; and fabrics used for the manufacture of protective clothing.

Write: Societe Anonyme des Anciens Ets. de Montbel at La Bresse (Vosges) France.

Jordan increases customs duties

Jordan has raised the customs duties on 70 tariff items, in a measure designed to increase Government revenues.

Commodities originating in the member states of the Arab Common Market are specifically exempted from the increases. Exports from these countries are not usually competitive with U.S. products.

Some of the new ad valorem duties expressed as percentages (with previous rates in parentheses) are:

Iron tubes and pipes, 15 (9); electrical parts of machinery, 20(18); electrical circuit making and braking apparatus, and insulators and insulating fittings, 20 (14); air conditioners, 25 (18); fabrics of cotton and of man-made fibers, linoleum, and electric water and space heaters, 30 (23); radio and television sets, and stoves, 35 (28); refrigerators, certain textile machines, and phonographs and dictating machines, 40 (33); and cosmetics, 48 (43).

Specific duties have been raised on lubricating oils and preparations, tires and tubes, and certain iron and steel manufactures. A specific duty of 14 cents per kilogram has been added to the existing ad valorem duty on motor vehicles, chassis and bodies.

For information on rates on specific commodities, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Nigeria requires permit for imports of chemicals

All chemical importers are now required to prepare lists of the chemicals they wish to import into Nigeria.

These lists must then be presented to the Pharmacists Board of Nigeria through the Pharmaceutical Registrar before importers can instruct their overseas agents to supply these chemicals. This regulation applies to imports of all types of chemical products.

In making this announcement, the Pharmaceutical Registrar emphasized that the Board would not allow the clearance of chemicals through customs without a previous import permit from the Board which is countersigned by the Registrar.

New study suggests venture in Liberian instant coffee plant

A recent study "A Soluble Coffee Plant in Liberia", prepared by a U.S. consulting firm for the Liberian Development Corp., reports that a joint venture type investment opportunity is available to a U.S. manufacturer of soluble coffee, particularly one with close ties to or its own marketing organization.

The Liberian Development Corp. reportedly is willing to consider requests for financial and technical assistance in the venture by potential investors.

The 61-page study points out that ample supplies of Robusta type coffee are available in Liberia and production could be expanded if required. Land for a processing plant is available in the Monrovia Industrial Park at an annual rental of $800 per acre.

Training required

Utilities are provided in the Park, only five miles from the Free Port of Monrovia. While skilled labor is difficult to hire most jobs could be filled with local help after a reasonable period of training. Qualified industries may apply for investment incentives, including tax and tariff protection when justified.

As the Liberian market for soluble coffee is small, the major portion of the plant output would be for export, chiefly to the U.S. which does not levy a customs duty on soluble coffee.

Liberia is not limited to any coffee export quotas as it is not a signatory to the International Coffee Agreement. Firms interested in following up this opportunity and obtaining a copy of the study, **write:** The Liberian Development Corp., P.M.B. 9033, Department of the Treasury, Monrovia, Liberia.★

BARRELS, SCREWS, FIXTURES

Firm engaged in sheet metal processing is interested in being licensed by U.S. companies for the manufacture of aluminum barrels and containers for chemicals; aluminum barrels for beer; screws of refined steel and assemblies of all kinds; all kinds heating, plumbing fixtures.

Write: Hermann Kruecken, 50 Kochstrasse, 415 Krefeld, Germany. WTD.

Investment assistance

It is suggested that firms responding to investment opportunities listed in this section may wish to notify the Bureau of International Commerce of their action, so that further assistance may be extended where appropriate. A post card, or simply a carbon of the letter addressed to the foreign firm will be sufficient to insure receipt of additional information as available.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by contacting BIC-8630, Room 1520, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4065 or WO 7-5367).

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce, (BIC-8120) Room 6059B, Department of Commerce, Washington, D.C. 20230.

German lighting fixtures offered for U.S. production

A German manufacturer of lighting fixtures seeks U.S. licensees to produce its line of prismatic lighting fixtures.

The firm reports that by means of an optically engineered system of prisms and louvres, the rays of light are refracted and reflected by its fixtures so that efficiency is increased and the brightness reduced.

A high utilization factor is claimed by means of a reflector like distribution which concentrates the main beam of light uniformly onto the working plane.

The fixtures incorporating 20,000 accurately engineered prisms are available in a wide range of recessed and surface lighting fittings offering flexibility in planning.

For additional information and the name and address of the manufacturer, **write:** Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to File 1335.

Malaysian developer seeks U.S. partner

A Malaysian real estate development firm which has acquired a reportedly valuable piece of land of approximately 167 acres at Pelating Jaya, seeks to develop it on a joint venture basis with a U.S. firm.

Total cost of the construction is estimated at $5 million. U.S. financial participation in the project is requested.

Present plans call for construction of approximately 1,560 living units, ranging from $5,500 to $12,000. The development will consist of semi-detached houses, bungalows, two-story homes, and a number of forty unit apartment buildings. In addition, a bus depot, gasoline station, market, school, and five power sub-stations are planned to round out the project.

It is reported that road levelling and building for the development have already begun and estimates call for the entire project to be completed within two to three years.

The firm is confident that the houses will be easily disposed of in view of the rapid growth of population, rising standard of living and an easy payment plan for the houses.

Write: Lee Yan Lian, Managing Director, S.E.A. Housing Corp., Ltd., 37 Klyne St., Kuala Lumpur, Malaysia. WTD.

Indian seeks venture to make calculating machines

An Indian businessman seeks a joint venture with an experienced U.S. manufacturer to produce electrically operated adding and calculating machines.

Equipment and machinery, technical know-how and the services of U.S. technicians are requested in return for appropriate equity. A new firm is being formed and the Government has provisionally consented to issue it an industrial license to manufacture 12,000 machines a year.

Plans call for the new factory to be located at Vaso, 30 miles from Ahmedabad.

Write: Anand N. Amin, Managing Director, Industrial Hire-Purchase Corp., Pvt., Ltd., Anand Bhuvan, Relief Rd., Ahmedabad, Gujarat State, India.★

Pumping station bids invited by Australia; firms should register

The Snowy Mountains Hydro-Electric Authority (SMA) invites bids for its Contract No. 20091, the "Jindabyne Pumping Station, Pipelines and Appurtenant Works."

Interested firms should register by letter with the Business Manager of the above Authority, P.O. Box 332, Cooma North, N.S.W. Australia by Aug. 3. The required information should include a brief summary of financial and technical resources and a list of previous achievements in this field.

Tenders will be invited from the list of registered firms later in August, and then the available tender documents will be forwarded by SMA to the firms concerned.

Although the exact date has not been set for receipt of bids, it will probably be late in November.

Work involved in this contract will include:

(a) Completion of excavation for, and construction of, a reinforced concrete pumping station, approximately 190 ft. long by 60 ft. wide by 50 ft. high, together with foundations for pump units and other equipment, and

(b) Excavation for, and construction of: (1) river training works; (2) concrete intake structure and lined intake tunnels, about 120 ft. long and 10 ft. diameter leading to the pump shafts; (3) two concrete lined pump shafts approximately 100 ft. deep and 20 ft. diameter;

(c) Manufacture, deliver and erect a mild steel pipeline, approximately 2,540 ft. long and varying in diameter from 9 ft. to 10 ft., and a branch line, approximately 700 ft. long and 10 ft. 9 in. diameter, to a concrete surge tank;

(d) Manufacture and deliver approximately 650 ft. of 10 ft. diameter tunnel liners;

(e) Construction of a concrete surge tank and a buried concrete reinforced spillway pipe; and

(f) Application of internal and external corrosion protection to the pipelines and associated metal work.

Libya extends bid deadline

The Secretary, Central Tenders Boards, Ministry of Finance, Shiara Shatt, Tripoli, has extended the deadline for one 20,000 KW, turbo-electric power station from July 26 to Sept. 6. (INTERNATIONAL COMMERCE, May 10, p. 26). Telephone: 202-WO 7-4242.

Egypt calls for bids on variety of drug items

The Egyptian General Organization For Drugs, 6 Shawarby St., Cairo, has issued Tender B3/1001/500 inviting bids on hundreds of botanicals, medicinal chemicals, and pharmaceuticals.

Among the items requested are: 50 kilos of calcium carbonate, 50 kilos of chlorothiazide, 250 grams of estradiol benzoate; 50 kilos of sodium phosphate dibasic; 50 kilos of viburnum bark; 50 kilos of tilia flower; 500 grams of pethidine hydrochloride; 110 kilos of diphenyl hydantoin; 1,200 kilos of dimethyl diphenylene disulphide; 750 kilos of sodium lactate 60%; 1,500 kilos of amigen powder; 600 kilos of sulphericin oleate; 2,500 kilos of disodium ethylene diamine tetra acetate; 11,340 kilos of calcium bromidlactobionate, 1,650 kilos of cellulose acetate phthalate; 800 kilos of griseofulvin; 400 kilos of tartarus boraxtus, 2,000 liters of pituitary extract; and 50 kilos of powdered rhubarb.

Prompt quotations would be appreciated.

Copies of these tenders are available to firms domiciled in the U.S. on a 5-day loan basis from the Chemicals & Allied Products Division, BDSA-6260, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3394.

Prequalification forms available for Nigerian construction projects

Western Nigeria's Ministry of Works & Transport has issued Application Forms for Registration as Prequalified Bidders (MWT No. 245A) in the reconstruction of roads and bridges for interested U.S. firms. (INTERNATIONAL COMMERCE, June 28, p. 69).

Forms MWT No. 245A are available to firms located in the U.S. from the Building Materials & Construction Industries Division, Rm. 4014, BDSA (6460), Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3601.

Specifications available for Iraqi canal project

A set of tender documents, specifications and drawings have been received from the Iraq's Directorate General of Irrigation for the Diwaniyah Canal, Contract No. 7, in remodelling of the Hillah Canal Project.

Interested companies should submit their bids by noon, Aug. 15. (INTERNATIONAL COMMERCE, June 14, p. 80).

Documents can be reviewed in Rm. 4014, Building Materials & Construction Industries Division, BDSA (6460), Department of Commerce, Washington, D.C.

Iraq again extends bid deadline on plant job

The Tobacco Monopoly Administration of the Iraq Republic has re-extended the deadline from April 29 to Sept. 2 on the tender for constructing factory buildings for the Tobacco Manipulation Plant in Sulaimaniyah. (INTERNATIONAL COMMERCE, April 12, p. 33; February 8, p. 30).

The original conditions and specifications prevail and one copy of the documents and drawings is available for review only, not for loan, in the Building Materials & Construction Industries Division, Rm. 4014, BDSA (6460), Department of Commerce, Washington, D.C.

Syria announces oil field development; seeks offers on construction, materials

The Government of Syria (SARG) has announced that the General Petroleum Authority desires to negotiate contracts for the drilling of 50 producing oil wells in the Karatchuk, Souedia and Rumeilan fields. A separate contract for construction and materials (pumps, tanks, pipelines, etc.) for the development of these fields is requested. Both functions are to be completed within two years of signing contracts.

The General Petroleum Authority (GPA) estimates total costs for these two contract operations at approximately $28 million. Local credit facilities are probably available to cover local currency costs; reasonable credit, payable in five years.

Contract offers should be sent to the General Petroleum Authority at Damascus. The deadline for bids was not announced.

Bids invited by Korea on scientific equipment

Korea is inviting bids for a siliconit electric furnace, with accessories; a microscope with microphotographic camera, and accessories; surface area measuring apparatus, with accessories; a laboratory diffusion furnace system, with accessories; a magnaprint reader, with accessories; and a graphite electrode bar.

The tender No. is AEC-5077-S, KFX-5077-S, and the bid deadline is July 26.

Bids should be submitted to the Office of Supply, Government of the Republic of Korea, Seoul, Korea.

Tender terms and specifications are available on a loan basis to firms located in the U.S. from the Scientific, Photographic & Business Equipment Division, BDSA, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-2939.

Australia needs large valves

The Metropolitan Water, Sewerage & Drainage Board, Sydney, has issued tender No. 4272-W, for the design, manufacture, testing, delivery, initial maintenance and supervision of installation of two 96" dia. nominal bore self closing valves; three 120" dia. nominal bore power operated isolating valves, suitable for operation against flow in an emergency; two power operated isolating valves having 19.6 sq. ft. minimum clear waterway area, suitable for operation against flow in an emergency; one 84" dia. nominal bore power operated isolating valve, suitable for operation against flow in an emergency.

Bid deadline for the tender is Aug. 31.

Specifications are available from the Water Board, 3341 Pitt St., Sydney, N.S.W., Australia, for $10 per copy which includes mailing charges.

A copy of the specifications is available on loan to firms located in the U.S. from G.I.E.& C. Division, BDSA, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-5589.

Tropospheric scatter link to be installed in UAR; complete system bids wanted

The Telecommunications Organization, Radio Communications Administration, U.A.R. has issued tender request No. 15/65 P. Radio, calling for the supply and installation of a complete tropospheric link with an ultimate capacity of 24 telephone channels, with terminals at Aswan, U.A.R. and Wadi Halfa, Republic of Sudan, the distance between these two points being approximately 190 miles. The system, to be initially equipped for 12 telephone channels and with one telephone multiplexed for 8 telegraph circuits, is to be easily expandable to 24 telephone channels, one of which will have 24 telegraph circuits. Both cross polarization and space diversity to achieve quadruple diversity will be used for the system. The frequency band is left to the discretion of the tenderer.

Tenders must be for the complete system. Tenders for a part of the system will not be considered, nor will tenders which do not have a guaranteed S/N ratio and telegraph error rate. Credit terms will be a factor in determining the successful bidder.

Bid deadline for this tender is Sept. 14 at the offices of the Radio Communications Administration.

Copies of the tender are available free from the Radio Communications Administration, Auto Exchange Building, Ramsis Street, Cairo, U.A.R. A copy of the tender documents is available for review at the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4036.

Ceylon invites quotations on antibiotics, sulpha drugs

Ceylon's Ministry of Health has issued a tender calling for bids on antibiotics and sulpha drugs.

These include: Three million tetracycline capsules x 250 mg.; 2,500,000 vials of procaine penicillin G, containing 300,000 units procaine penicillin G and 100,000 units crystalline penicillin G; 2,800,000 vials crystalline penicillin G x one million units; 1,850,000 vials crystalline penicillin G x 500,000 units; 15 million tablets sufadiazine x 0.5 gm.; 35 million tablets sulfadimidine x 0.5 gm.; 7,500,000 tablets phthalylsulfathiazol x 0.5 gm.; and 160,000 ampoules methoxamine hydrochloride x 1 cc, each cc containing 20 mg., suitable for both intravenous and intramuscular use and labeled accordingly.

Bid deadline is Sept. 21.

Copies of the tender may be obtained from the Embassy of Ceylon, 2148 Wyoming Ave. NW., Washington, D.C. 20008.

Airport terminal deadline extension given by Libya

The Civil Aviation Department, Ministry of Communications, Libya has extended the deadline for bid submission from July 19 to Aug. 16 on the construction of a passenger terminal at the Idris Airport, and for related construction and electrical works. This project is Tender No. 608. (INTERNATIONAL COMMERCE, June 7, p. 25).

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Lousaac-Sagn Building. Phone: BR 2-9611.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: 526-6000.

BALTIMORE, MD., 21202, Rm. 305, U.S. Customhouse, Gay and Lombard Sts., Phone: PLaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 2-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: 842-3208.

CHARLESTON, S. C., 29401, No. 4 North Atlantic Wharf. Phone: 722-6551.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 6002 U.S. Federal Bldg. and Court House, 2120 Capitol Ave. Phone: 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 16407 Fed. Bldg., 20th & Stout Sts. Phone: 297-3246.

DES MOINES, IA., 50309, 1216 Paramount Bldg., 509 Grand Avenue, Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N.C., 27402, Room 412, U.S. Post Office Bldg. Phone: 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 588977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 208 Laura St. Phone: Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 738 W. Wisconsin Ave. Phone: BR 2-8500.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., (South) 610 South St. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: 597-2850.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, Room 2201, Federal Bldg., 1000 Liberty Ave. Phone: 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, Room 2028, 300 Booth St., Phone: 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 9453, Federal Building, 450 Golden Gate Ave. Phone: 556-5864.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300.

Peru invites bids on construction, financing for housing development

The Government of Peru invites bids on their housing development "Baquijano" construction with financing. The project budget is reported to be S/205,235,768.85 (rate of exchange: S/26.82 = US$1) and is to consist of 1,450 housing units, plus markets, schools, community centers, and stores.

The tender No. for this project is L.P. 15-1965 and the deadline is 10:30 a.m., Sept. 16.

Specifications are available for S/10,000 from Junta de Obras Publicas del Callao, Oficina Tecnica, Avenida Guardia Chalaca, cdra. 11A, Callo. Correspondence is preferred in Spanish.

Colombia grants extension on tansformer bid deadline

Empresas Publicas de Medellin, Seccion de Importaciones, Edificio Miguel de Aguinaga 607, Medellin, has extended the deadline of Tender No. 020/6/65 for distribution transformers from July 12 to July 26. (INTERNATIONAL COMMERCE, July 5, p. 38). Telephone: 202-WO 7-4242.

Iraq extends deadline on drainage system bids

The Directorate General of the Baghdad Sewerage Board has announced the extension of Tender No. 6, Drainage System in the Waziriyah Section from July 8 to Aug. 8. (INTERNATIONAL COMMERCE, June 14, p. 61).

France seeks equipment for building project, telecommunication needs

The Organization for Economic Cooperation & Development, Paris, is requesting international bids for the supply and installation of equipment for its new building which is now under construction. Commodities include marble or marble stone for front of building and inside walls, automatic telephone switchboard and associated equipment, and simultaneous translation equipment.

Interested U.S. firms must register their interest with U.S.O.E.C.D., 2 Rue de la Faisonderie, Paris eme, attention Mme. Bourbon, before Sept. 1. Firms will be notified of their selection by Sept. 21. Plans and specifications will be made available to selected firms on a fee basis.

A copy of the announcement, briefly outlining the above projects and conditions, may be obtained by firms located in the U.S. from the Communications Industries Division, BDSA-6410, Rm. 4805, Department of Commerce, Washington, D.C. 20230, Telephone 202-967-4823.

Pakistan plans development of harbor and channel; bids sought for dredging project

The Board of Trustees of the Port of Karachi invites bids from interested dredging contractors for widening and deepening the main navigable channel in the lower harbor of the Port of Karachi. This project is one of a number of developments planned by the Port Trust in order to keep up with their increased demands of shipping traffic.

Bid deadline is Aug. 9.

Copies of the Tender Notice are available to interested firms located in the U.S. from the Building Materials & Construction Industries Division, Rm. 4014, BDSA (6460), Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3601.

India extends bid deadline

The General Manager, (Electrical) Central Railway, Victoria Terminus, Bombay 1, has extended the deadline for two 3,000 KW rectifier sets from June 30 to July 30. (INTERNATIONAL COMMERCE, May 17, p. 32). Telephone: 202-WO 7-4242.

Iran seeks cast iron pipe bids

The Ports & Navigation Organization of the Iranian Ministry of Economy invites bids for the supply of cast iron pipe and fittings.

The renewal deadline to submit bids to the offices of the above Organization is 9 a.m., Aug. 23. (INTERNATIONAL COMMERCE, Oct. 5, 1964, p. 28).

Interested companies may obtain more information from the Ports & Navigation Organization, 333 Naderi Ave., Teheran, Iran, upon payment of U.S. $7.

A copy of the tender notice and conditions is available to firms located in the U.S., by request, from the Building Materials & Construction Industries Division, Rm. 4014, BDSA (6460), Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3601.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

201 Meat products

GERMANY—Fresh meat of cattle and calves; good quality, not too fat. Vieh- und Fleisch GmbH (Wuertt. Viehverwertungs AG) (importer, wholesaler, exporter, slaughterhouse), 7 Stuttgart-O., Viehhofstrasse 10. WTD in preparation.

HONG KONG—Meat extracts, packed in bottles. Interested in agency for name brand new in Hong Kong. Hotung International, Ltd. (importer, exporter), St. George's Bldg., Chater Rd., Hong Kong. Cable address: HOTUNG, Hong Kong. WTD 2/23/65.

202 Dairy products

ITALY—Sheep and goat powdered fat milk for production of cheese and butter. Requests replies in French. Caseificio "Fratelli Merlo" (manufacturer), Regione S. Lazzaro 9, Acqui Terme (Alessandria). WTD 6/24/65.

★★ THAILAND—Trade Mission

Dairy products of all kinds. Asia Industrial Development Co., Ltd. (importer, exporter), 4th Floor, Bangkok Bank Bldg., 300 Silom Rd., Bangkok. WTD 6/15/65. TM 36A.

203 Canning, preserving foods

BELGIUM—All types of canned fruits and fruit juices. Direct purchase or agency. Requests replies in French. Hacosan S.A. (importer, manufacturer), 29 Avenue Emile Zola, Brussels 3. WTD in preparation.

JAPAN—Frozen shrimp. Requests quotations cif Japan. Seiwa Trading Co., Ltd. (importer, wholesaler), 6, 1-chome, Sakomae-cho, Nakamura-ku, Nagoya. WTD 11/27/64.

NETHERLANDS ANTILLES—Complete line of canned fruits, such as sliced peaches, apricots, pears, fruit cocktail; fruit juices, preserves; tomato catchup. Romatco (Robert Maduro Trading Company) (importer, wholesaler, agent), 14A Nieuwestraat, Willemstad, Curacao. WTD 3/12/65.

★★ THAILAND—Trade Mission

Canned foods of all kinds. Asia Industrial Development Co., Ltd. (importer, exporter), 4th Floor, Bangkok Bank Bldg., 300 Silom Rd., Bangkok. WTD 6/15/65. TM 36B.

209 Food preparations

HONG KONG—Instant coffee for use in restaurants, hotels, cafeterias, coffee shops. Hotung International, Ltd. (importer, exporter), St. George's Bldg., Chater Rd., Hong Kong. Cable address: HOTUNG, Hong Kong. WTD 2/23/65.

220 Textile mill products

AUSTRALIA—General dress piece goods; plain, printed, woven cottons; plain and printed corduroys; terylenes; laces, nets, embroidered satins and rayons; evening brocades; brushed winter rayons; foam-back fabrics. Direct purchase and agency. Requests fob quotations. International Textile Agency Pty. Ltd. (importer, wholesaler), 260 Halifax St., Adelaide, South Australia. WTD 6/24/65.

SAUDI ARABIA—Cottons, wools, Dacrons, rayons, nylons, suitable for manufacturing women's, men's, children's clothing. Jabir's Stores for Luxuries (AKA Jaber's) (commission agent), Kammashah St., Madina. WTD 7/6/64.

221 Broad woven fabrics, cotton

FRANCE—Cotton fabrics. Direct purchase and agency. Comptoir Commercial Bergere (importer, sales agent), 17 Rue d'Aboukir, Paris 2e. WTD 2/26/64.

High fashion cotton printed fabrics of 115 cms. of width or more for women's dresses; requests replies in French. Lion et ses Fils (wholesaler), Rue Jean Jaures, Charlieu (Loire). WTD 6/25/65.

222 Broad woven fabrics, manmade fibers, silk

FRANCE—Nylon and Orlon fabrics. Direct purchase and agency. Comptoir Commercial Bergere (importer, sales agent), 17 Rue d'Aboukir, Paris 2e. WTD 2/26/64.

HONG KONG—Synthetic fabrics (Dacron and mixed fabrics), essentially for summer suitings. Hotung International, Ltd. (importer, exporter), St. George's Bldg., Chater Rd., Hong Kong. Cable address: HOTUNG, Hong Kong. WTD 2/23/65.

223 Broad woven fabrics, wool

HONG KONG—Dacron, woolen/synthetic suiting for men and women. Emanson Co. (importer, exporter), Seventh Floor-A, Alpha House, (P.O. Box 8448), Kowloon, Hong Kong. Cable address: EMANSONCO, Hong Kong. WTD 2/12/65.

224 Narrow fabrics, smallwares mills

FRANCE—Ribbons and braids for women's garments. Direct purchase and agency. Gilles de Pardieu (importer, sales agent), 25 Rue des Mathurins, Paris 8e. WTD 6/21/65.

225 Knitting mills

FRANCE—Knitwear for women and misses. Direct purchase and agency. Gilles de Pardieu

(importer, sales agent), 25 Rue des Mathurins, Paris 8e. WTD 6/21/65.

ITALY—Fine hosiery for men and women. Maglificio Giuseppe Romano (manufacturer, importer), Via S. Teresa 2, Turin. WTD 6/24/65.

228 Yarn, thread mills, products

FRANCE—Acrylic yarn, Zefran type, Nos. 20, 24, 30/2, for weaving and hosiery mills. Henri Duprez & Cie (manufacturer, wholesaler), 48 Avenue Henri Delecroix, Hem (Nord). WTD 6/21/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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230 Apparel

SAUDI ARABIA—Ready-made apparel for men, women, children; all types, outerwear, underwear. Requests catalogs, price lists. Jabir's Store for Luxuries (AKA Jaber's) (commission agent), Kammasha St., Madina. WTD 7/6/64.

233 Women's, misses', juniors' outerwear

FRANCE—All outerwear for women, misses: blouses, skirts, suits, coats; knitwear made from purchased knit fabric; scarves. Direct purchase and agency. Gilles de Pardieu (importer, sales agent), 25 Rue des Mathurins, Paris 8e. WTD 6/21/65.

THAILAND—Slacks, stretch type, high style and quality. Songtham Import Export Ltd. Partnership (importer, wholesaler, retailer), 31 Rajaprasong Shopping Center, Bangkok. WTD 6/4/65.

234 Women's, misses', under garments

CYPRUS—Women's brassieres and corsets. Direct purchase and agency. Ntinos L. Kakoyiannis (importer, distributor, manufacturer's representative), P.O. Box 1579, Nicosia. WTD 6/9/65.

SWEDEN—Women's underwear, all kinds. Dynas Fabrikslager (wholesaler), Sodra Forstadsgatan 13, Malmo. WTD 6/22/65.

THAILAND—High quality lingerie and nightwear for women, misses, juniors. Songtham Import Export Ltd. Partnership (importer, wholesaler, retailer), 31 Rajaprasong Shopping Center, Bangkok. WTD 6/4/65.

238 Apparel, accessories

FRANCE—Women's and misses' raincoats, leather and suede jackets and coats, belts, non-leather gloves. Direct purchase and agency. Gilles de Pardieu (importer, sales agent), 25 Rue des Mathurins, Paris 8e. WTD 6/21/65.

239 Fabricated textile products

BELGIUM—All sorts of linings and trimmings for clothing. Direct purchase and agency for Belgium and Luxembourg. Implasco Union, S.P.R.L. (importer, wholesaler, agent), 56 Rue d'Artois, Brussels. WTD 10/1/63.

FRANCE—Apparel findings, garment trimmings and ornaments for women and misses. Direct purchase and agency. Gilles de Pardieu (importer, sales agent), 25 Rue des Mathurins, Paris 8e. WTD 6/21/65.

242 Sawmills, planing mills

NORWAY—Lumber: Oregon pine, cedar and southern pine, dimensions 1½" and 3" x 6" and 8", lengths 8, 9, 16, 17 feet; white oak, dimensions 1" x 3". Kjoita Sagbruk & Hovleri (importer, sawmill and planing mill), Kristiansand S. WTD 6/17/65.

251 Household furniture

FRANCE—Wood household furniture, upholstered; metal household furniture. Direct purchase and agency. Meubles Albert (importer, dealer), 45 Rue Albert de Mun, Saint-Nazaire (Loire Atlantique). WTD 4/6/65.

SAUDI ARABIA—All types of household furniture. Importer, wholesaler, retailer requests offers with catalogs, price lists. Nasir al-'Amir al-Rimayh (importer, wholesaler, retailer), P.O. Box 48, Madina. WTD 9/1/64.

261 Pulp mills, products

AUSTRALIA—Coated bleached pulpboard. Comyn Smith & Co., 11 Phillip St., Sydney, N.S.W. WTD in preparation.

262 Paper mills, products

GERMANY—Standard newsprint, kraft liner, kraft bag paper, multiwall kraft paper in bulk. Walter Otto Hauschild (importer), Ballindamm 37, Hamburg 1. WTD 12/11/64.

VENEZUELA—Printing paper, except newsprint; distribution for Caracas metropolitan area. Requests replies in Spanish. Papelera Federal, C.A. (importer, distributor), Aptdo. 293, Caracas—Edificio Francisco Matute, Gorda a Aserradero 30, Caracas. WTD 6/22/65.

263 Paperboard mills, products

FRANCE—Paperboard and cardboard for packaging. Direct purchase and agency. Tyrode S.A. (manufacturer of printing, set up packaging, point-of-sale advertising), 207 a 217 Boulevard d'Alsace-Lorraine, Rosny-sous-Bois (Seine). WTD 4/23/65.

264 Converted paper, paperboard products

BELGIUM—All types of paper products for schools, offices, etc. Direct purchase or agency for Belgium and Luxembourg. Papeteries J. Levy-Heydt (importer, wholesaler), 8 Rue Verte, Brussels 3. WTD in preparation.

GERMANY—Self-adhesive decorative foils and tapes made from cellulose or PVC; direct purchase and agency. Gustav F. W. Lange (importer, sales agent), Kornkamp 2, 2070 Ahrensburg. WTD 6/25/65.

Paper: laminated to paper, laminated waterproof crepe, waterproof plain, waterproof reinforced, processed coated, processed plain. Synthetic paper; cardboard for industrial and technical uses. Quotations cif European ports. Brangs & Heinrich (manufacturer, wholesaler, importer, exporter), 34 Kasernenstrasse, 565 Solingen. WTD 12/15/64.

HONG KONG—Wallpaper, types used for interior decoration. Hotung International, Ltd. (importer, exporter), St. George's Bldg., Chater Rd., Hong Kong. Cable Address: HOTUNG Hong Kong. WTD 2/23/65.

273 Books

GERMANY—New English language books and periodicals in the fields of medicine, natural science, economics, sociology. Quotations cif European ports. Requests replies in German. Friedrich Schaten, vorm. Schweighoefer & Husen, Wissenschaftliche Buchhandlung (importer, retailer, exporter), 17-19 Huestrasse or Postfach 2409, 4630 Bochum. WTD 6/25/65.

274 Publishing

GERMANY—City maps, road maps, U.S. travel guides; cif European ports. Gleumes & Co. (wholesaler, distributor, importer), 47-51 Hohenstaufenring, 5 Koeln. WTD 11/4/64.

281 Industrial chemicals

BRAZIL—Basic industrial chemicals (not compounds). Requests catalogs, quotations cif Rio de Janeiro. Direct purchase and agency. B. Herzog Comercio e Industria S.A. (wholesaler, representative), Rua Miguel Couto 131, 7° andar, Rio de Janeiro, ZC-21, Estado da Guanabara. WTD 2/17/65.

Basic industrial chemicals, principally ammonium chloride, caustic potash, chromic acid, hexamethylenetetramine, natrium bromide, natrium cyanide, nickel sulfate, potassium carbonate, pentaerythritol, tricresyl phosphate. Direct purchase; exclusive representation. Requests catalogs. Irmaos Simon Importacao e Exportacao S.A. (agent), Avenida Presidente Vargas 446, 7° andar, Caixa Postal 2992 ZC-00, Rio de Janeiro ZC-00, Estado da Guanabara. WTD 6/30/65.

Basic industrial chemicals (not compounds). Requests catalogs, literature; correspondence in Spanish or Portuguese. Direct purchase and agency for Brazil. Sadicoff S.A. Comercio e Industria (wholesaler, representative), Rua Barao de Sao Felix 66, loja, Rio de Janeiro ZC-05, Estado da Guanabara. WTD 6/30/65.

Industrial chemicals in general. Direct purchase and agency. Requests replies in Spanish or Portuguese. Comex S.A. Produtos Quimicos (wholesaler, representative), Avenida Rio Branco 156, 17° andar, sala 1720, Rio de Janeiro ZC-21, Estado da Guanabara. WTD 6/30/65.

FINLAND—Chemicals used in processing cellulose products. Requests descriptive literature, price lists. Direct purchase and agency. Oy Nitroko Ab (importer, commission agent), Annankatu 26, Helsinki. WTD 3/31/64.

FRANCE—Chemicals, such as ore or mineral sintering preventers. Chemical products for paper-manufacturing and textile industries. Union Chimique et Industrielle de l'Ouest (manufacturer, dealer), 24 Boulevard de Strasbourg, Paris 10e. WTD 4/14/65.

GERMANY—Petrochemicals, such as methane, propylene, butylene, butadiene, polyethylene; importing distributor requests quotations cif Antwerp, Rotterdam, or Hamburg; direct purchase or agency. Syntana-Handelsgesellschaft E. Harke & Co., Postfach 1605, 433 Muelheim/Ruhr. WTD 6/22/65.

Laboratory chemical reagents of all kinds; importing distributor requests replies in German, quotations cif Antwerp or Rotterdam; direct purchase or agency. Kraemer & Martin KG, Muehlenstrasse Ecke Herrengartenstrasse, 52 Siegburg. WTD 6/23/65.

282 Synthetic materials

GERMANY—Plastic materials of all kinds and auxiliaries for plastics industry; importing

distributor requests quotations cif Rotterdam, Antwerp or Hamburg; direct purchase or agency. Syntana-Handelsgesellschaft E. Harke & Co., Postfach 1605, 433 Muelheim/Ruhr. WTD 6/22/65.

282 Synthetic materials

HONG KONG—Polyethylene film scrap. Sample available from Trade Opportunities Staff, BDSA 6192, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. Chungking & Co. (importer), Sixth Floor, 116 Fuk Wing St., Kowloon. Cable address: PLAVINCH, Hong Kong. WTD in preparation.

283 Drugs

BRAZIL—Basic medicinal chemicals (not compounds). Direct purchase and agency. Requests replies in Spanish or Portuguese. Comex S.A. Produtos Quimicos (wholesaler, representative), Avenida Rio Branco 156, 17° andar, sala 1720, Rio de Janeiro ZC-21, Estado da Guanabara. WTD 6/30/65.

Basic medicinal chemicals (not compounds). Direct purchase and agency for Brazil. Requests catalogs, literature; correspondence in Spanish or Portuguese. Sadicoff S.A. Comercio e Industria (wholesaler, representative), Rua Barao de Sao Felix 66, loja, Rio de Janeiro ZC-05, Estado da Guanabara. WTD 6/30/65.

Basic medicinal chemicals. Direct purchase; exclusive representation. Requests catalogs. Irmaos Simon Importacao e Exportacao S.A. (agent), Avenida Presidente Vargas 446, 7° andar, Caixa Postal 2992 ZC-00, Rio de Janeiro ZC-00, Estado da Guanabara. WTD 6/30/65.

284 Soaps, detergents, cleaning preparations, perfumes, cosmetics

BELGIUM—Cosmetics and toiletries. Direct purchase or agency. Savonnerie Thomas (manufacturer), 146 Rue de la Station, Waterloo. WTD in preparation.

★★ THAILAND—Trade Mission

Cosmetic specialties, such as lipsticks, face powder. Car waxes and cleaning agents. Insect repellants and sprays for killing roaches, mosquitoes. Asia Industrial Development Co., Ltd. (importer, exporter), 4th Floor, Bangkok Bank Bldg., 300 Silom Rd., Bangkok. WTD 6/15/65. TM 37C, D.

VENEZUELA—Cosmetics and toilet preparations in general. Sales agency or distribution for entire country. Requests replies in Spanish. Aristina de Venezuela, S.A. (manufacturer, importer), Aptdo. 10216, Sabana Grande, Caracas. WTD 6/18/65.

286 Gum, wood chemicals

BRAZIL—Wood distillation products, especially wood turpentine. Direct purchase; exclusive representation. Requests catalogs. Irmaos Simon Importacao e Exportacao S.A. (agent). Avenida Presidente Vargas 446, 7° andar, Caixa Postal 2992 ZC-00, Rio de Janeiro ZC-00, Estado da Guanabara. WTD 6/30/65.

287 Agricultural chemicals

BRAZIL—Fertilizer materials; agricultural pesticides; other miscellaneous basic agricultural chemicals. Direct purchase and agency for Brazil. Requests catalogs, literature; correspondence in Spanish or Portuguese. Sadicoff S.A. Comercio e Industria (wholesaler, representative), Rua Barao de Sao Felix 66, loja, Rio de Janeiro ZC-05, Estado da Guanabara. WTD 6/30/65.

Fertilizer materials; basic pest control chemicals. Direct purchase; exclusive representation. Requests catalogs. Irmaos Simon Importacao e Exportacao S.A. (agent), Avenida Presidente Vargas 446, 7° andar, Caixa Postal 2992 ZC-00, Rio de Janeiro ZC-00, Estado da Guanabara. WTD 6/30/65.

289 Chemical products

★★ THAILAND—Trade Mission

Ink to print and lithograph cans. Technical advice requested. Soon Hout Chieng Registered Ordinary Partnerships (manufacturer), 41/1-4 Soi Mangkorn, Mitraphan Rd., Bangkok. WTD 6/4/65. TM 29A.

299 Products of petroleum, coal

★★ THAILAND—Trade Mission

Lubricating oils. Soon Hout Chieng Registered Ordinary Partnerships (manufacturer), 41/1-4 Soi Mangkorn, Mitraphan Rd., Bangkok. WTD 6/4/65. TM 29A.

301 Tires, tubes

SAUDI ARABIA—Rubber tires and inner tubes for all kinds of automotive vehicles. Sa'id Abu Bakr Bawazir (importer, wholesaler, retailer), P.O. Box 799, Jidda. WTD 8/15/64.

Rubber tires and inner tubes for all kinds of automotive vehicles. Importer, wholesaler, retailer requests offers with price lists. Direct purchase and agency. 'Abd al-Rahman 'Ubud Bawazir P.O. Box 341, Jidda. WTD 4/26/65.

306 Fabricated rubber products

BELGIUM—Druggists' and medical rubber sundries: hygienic articles and devices. Medium sized importer, exporter, wholesaler and sales agent selling to pharmacies and hospitals desires direct purchase or agency arrangement for Belgium, Luxembourg and the Congo. Ets. Durolex S.P.R.L., 154 Chaussee de Charleroi, Brussels. WTD in preparation.

307 Plastic products

ITALY—Plastic flooring sheets and tiles. Sergio della Porta (supplier of building materials), Via Flaminia 171, Rome. WTD 6/25/65.

311 Leather tanning, finishing

FRANCE—Kangaroo hides or skins suitable for manufacturing leather uppers of good quality for trackshoes and other categories of footwear for athletic sports. Societe des Chaussures Ours (manufacturers, exporters), Route de Versillat, La Souterraine, Creuse. WTD 6/28/65.

319 Leather goods

NETHERLANDS ANTILLES—Leather novelties, all kinds. Gilma Store (J.&G. Marchena) (importer, retailer), 64 Breedestraat, Otrabanda, Willemstad, Curacao. WTD 8/28/64.

325 Structural clay products

● **IRAQ**—44,340 firebricks for rotary kiln, according to drawing and detailed specifications. Tender No. 20/6/65, bid deadline July 29. Terms and specifications available upon payment of $2.80 for each copy. The Iraq Cement Co., Muta al-Khedairy Bldg., South Gate, Baghdad. Copy of specifications, with drawings, available for review only, not for loan, in Iron & Steel Division, BDSA, Rm. 4228, Department of Commerce, Washington, D.C.

329 Abrasive, asbestos, nonmetallic mineral products

BELGIUM—Flexible grinding wheels covered by abrasive and abrasive-coated paper and cloth. Direct purchase and agency for Belgium, Luxembourg, northern France. A.P.R.—Abrasifs Rosel Pierre (importer, exporter, manufacturer, sales agent), 84 Rue Henri Van Zuylen, Brussels. WTD 6/10/65.

BRAZIL—Tripoli in bulk. Requests quotations cif Rio de Janeiro. Stefanini & Cia. Ltda. (wholesaler), Avenida Rio Branco 9, 1° andar, salas 133/137, Rio de Janeiro ZC-05, Estado da Guanabara. WTD 6/30/65.

331 Steel mill products

BELGIUM—Stainless steel sheets for boiler work, general mechanical equipment, household appliances. Requests replies in French. Maison Courard & Cie (importer, wholesaler, agent), 2 Avenue Prevers, Liege. WTD 6/9/65.

● **INDIA**—Prime G.P. Sheets: 24 m.t., 18 ga. and 24 ga., 6 to 10 ft. long. Prime G.C. Sheets: 120 m.t., 22 ga. and 24 ga., 6 to 10 ft. long, minimum 3 ft. width. Tender No. SV-4/201/74/241/29-5-65, bid deadline Aug. 6. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available from India Supply Mission (Ref. No. D/ENQ/1777), 2536 Massachusetts Ave. NW., Washington, D.C. 20008. Tender fee (not refundable) $1.75 each, payable in advance. A single copy of the documents may be examined in Rm. 4222, Iron & Steel Division, BDSA, Department of Commerce, Washington, D.C.

● **IRAQ**—Seamless tubing: Alloy, 48 pcs. 6⅝" O.D. x ¼" min. wall thk x 40-41 ft. long. Carbon, 24 pcs. 5" O.D. x ¼" min. wall thk x 41 ft. long. Tender No. 17/65, bid deadline Aug. 7. Government Oil Refineries, Ministry of Oil, Baghdad.★ (Telephone: 202-WO 7-2363).

● **PAKISTAN**—Steel wheels, tires, discs, axles for railway equipment. Tender No. PIC/216/1-64, bid deadline July 26. Chief Controller of Purchase, Pakistan Western Railway, Empress Road, Lahore. Drawings and specifications, if required, can be obtained on application only from the above office at the cost of Rs. 14.00 and Rs. 3.00 respectively. Cost of tender form Rs. 25. A single copy of the tender form only, showing article, specification and drawing number, may be examined in Rm. 4222, Iron & Steel Division, BDSA, Department of Commerce, Washington, D.C.

★★ THAILAND—Trade Mission

Stock stainless steel used by food processors, soft drink industry. Asia Industrial Development Co., Ltd. (importer, exporter), 4th Floor, Bangkok Bank Bldg., 300 Silom Rd., Bangkok. WTD 6/15/65. TM 37.

Good grade tinplate for making cans. Also interested in misprinted and waste-waste tinplate. Soon Hout Chieng Registered Ordinary Partnership (manufacturer), 41/1-4 Soi Mangkorn, Mitraphan Rd., Bangkok. WTD 6/4/65. TM 29.

332 Iron, steel foundries

● **GREECE**—Total of 32,820 yd. cast iron pipe and fittings, est. value $200,000: 16,410 yd. of 3.94 in. dia.; 5,470 yd. each of diameters

measuring 5.91 in., 7.87 in., 9.84 in. Bids for quantities less than listed above will not be considered. Total 10,455 special pieces are included in 67 various sized items of female plugs, bends, sleeves, crosses, reducers, tees. Tender No. 1181, bid deadline not yet set. Societe Anonyme Hellinique des Eaux, Purchasing Service, 4 Kolokotroni St., Athens.★ (Telephone: 202-967-3601).

342 Cutlery, hand tools, general hardware

BRAZIL—Special tools for petroleum, chemical, pharmaceutical and textile industries. Requests catalogs, literature. Direct purchase and agency. I. Cinti Representacoes "ICR" (agent), Rua da Quitanda 3, 10° andar, sala 1009, ZC-00, Rio de Janeiro, Estado da Guanabara. WTD 2/18/65.

NETHERLANDS—All types of wheels for materials handling equipment, such as truck casters, ball casters; all types of furniture casters. Direct purchase and/or agency. Exclusive representation for The Netherlands desired. Price lists, descriptive literature requested. W. van Kanijnenburg N.V., 48 Prins Hendrikkade, Amsterdam. WTD 3/8/65.

SAUDI ARABIA—Hand tools and general hardware; accessories for household furniture, such as locks, handles, similar fittings. Ardughan Furniture Exhibition (AKA Ardughan Ja'afar As'ad) (importer, wholesaler, retailer), P.O. Box 198, Madina. WTD 8/25/64.

VENEZUELA—Hand tools, accessories. Sales agency and distribution for entire country. Requests replies in Spanish. Representaciones Ocasa (sales agent, importer), Aptdo. 6077, Caracas. WTD 6/21/65.

343 Heating apparatus, plumbing fixtures

BELGIUM—Industrial burners for heavy and extra heavy oils. Domestic and industrial burners for bottled and natural gas. Direct purchase and/or agency. Etablissements A. Gahy (importer, exporter, manufacturer, wholesaler, retailer), 22-24 Rue General Wangermee, Brussels 4. WTD in preparation.

Accessories and parts for gas, coal and electric heaters, stoves, ranges, ovens, such as burners and burner parts, control valves, thermostats. Direct purchase and agency. Mondico S.A. (importer, sales agent), 42 Avenue de Tervueren, Brussels. WTD 6/9/65.

HONG KONG—Sanitary and plumbing fixtures, nonferrous metals. Hotung International, Ltd. (importer, exporter), St. George's Bldg., Chater Rd., Hong Kong. Cable Address: HOTUNG Hong Kong. WTD 2/23/65.

345 Screw machine products

FRANCE—Typical U.S. screws and bolts. Le Bozec & Gautier (manufacturer, dealer), Constructeurs—28 Rue Carl-Hebert, Courbevoie, Seine. WTD 4/15/65.

348 Fabricated wire products

HONG KONG—Brass bead key chains. Tung Cheong Trading Co. (importer, exporter), First Floor, 66 Jervois Rd. (Post Box 3646), Hong Kong. Cable Address: "Box 3646" Hong Kong. WTD 6/23/65.

349 Fabricated metal products

● **TAIWAN**—Supply of main vault door, main entrance and emergency entrance and ventilation system, 3 sets; fire resistive record vault door with main entrance and emergency entrance and ventilation system, 2 sets. Tender No. GF3E-20591-1, bid deadline Aug. 2. Purchasing Dept., Central Trust of China, 49 Wuchang St., Section 1, Taipei.★ (Telephone: 202-WO 7-2939).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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351 Engines, turbines

FRANCE—Low and high-powered gasoline outboard motors. S. D. G. (manufacturer, wholesaler, importer), 7 Rue des Haras, Bures-sur-Yvette (Seine-et-Oise). WTD 6/3/64.

352 Farm machinery

ITALY—Garden implements and tools. Direct purchase and agency. Sementi Sgaravatti S.p.A. (importer, wholesaler, retailer, exporter), Strada Piovese 2, P.O. Box 283, Padova. WTD 6/29/65.

VENEZUELA—Farm machinery, equipment in general. Distribution and sales agency for entire country. Requests replies in Spanish. Thelmo Torrealba, "Respuestos Douglas" (importer), Avenida Penalver 125, Turen, Estado Portuguesa. WTD 6/10/65.

353 Construction, mining, material handling machinery and equipment

FINLAND—Cranes, hoists, related equipment; chains, windlasses, attachments, for lifting and moving purposes; for installation in industrial establishments. Requests price lists, brochures if available. T:mi Alpo Kinnunen (importer, manufacturer, exporter), Metsatie 36, Frisans-Helsinki. WTD 12/22/64.

GERMANY—Conveyor systems and equipment; material handling machines and equipment; similar equipment of various types; all for industrial use. Industria Hans H. Tuexen K.G. (importer, wholesaler), Kieler Strasse 9, 2362 Wahlstedt. WTD 3/15/65.

354 Metalworking machinery

BELGIUM—Metalworking machine tools, rolling mill machinery, wire mill machinery. Direct purchase and agency for Belgium and Luxembourg. Etablissements J. P. Gerdom (importer, sales agent), 60 Avenue Emile Zola, Brussels. WTD 6/17/64.

Test equipment for cars; elevators for cars; lubricating equipment; electric, pneumatic, hydraulic tools for garages; general garage and car equipment. N.V. Weveo (ets. W. Van Oekel) (importer, manufacturer, exporter), Van Hemelrijcklei, 68, Brasschaat. WTD in preparation.

Medium sized importer and wholesaler desires to purchase or obtain agency for tools and equipment for garages in Belgium and Luxembourg. Etablissements Noirhomme, 43-45 Rue d'Angleterre, Brussels. WTD 10/19/64.

FRANCE—Industrial power-driven hand tools. Direct purchase and agency. Eugene David Saks (importer, dealer, agent), Chateau d' Ardillieres, Limours, (S&O). WTD 4/23/65.

HONG KONG—Vacuum plating machines and shaping machines for metalworking industry; grinding machines for precision work; lathes, large and small. Quotations c&f Hong Kong, preferably with catalogs. General Equipment Co., Ltd. (manufacturers' selling agents), 1706 Prince's Bldg. (P.O. Box 642), Hong Kong. Cable Address: EQUIPCO Hong Kong. WTD 6/3/64.

Forming machine for generator coils. Dynamic balancing machine for generator and motor rotors. H & C Trading Co., (H.K.) Ltd. (importer, manufacturers' agent), 909 Shui Hing House 23 Nathan Rd., Kowloon, Hong Kong. Cable Address: "HCMUTUAL" Hong Kong. WTD in preparation.

● **INDIA**—Single head threading machine complete with die head and chaser holder. Capacity ½"-1½" bolts, ¼"-1¼" pipes; carriage travel-13½"; speed 500 rpm. Tender No. 404/17/011/30.4.65/T.E., bid deadline Aug. 5. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Specification available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Ref. No. D/ENQ/1775. Purchase price $1.05 each (payable in advance).

JAPAN—Automatic flash bulb manufacturing machinery, particularly for small size bulbs, such as flash bulb AG-1. Tokyo Illuminating Co., Ltd. (manufacturer), 3019 Ookayama, Meguro-ku, Tokyo. WTD 10/7/64.

NETHERLANDS—Automatic car washers. Direct purchase and/or agency. Descriptive literature and price lists requested. Exclusive representation for the Benelux countries desired. W. van Konijnenburg N.V. (importer, sales agent), 48 Prins Hendrikkade, Amsterdam. WTD 3/8/65.

NORWAY—Pneumatic hand tools for gasoline and automobile service stations. A/S Kobas (importer, manufacturers' agent), Herman Fossgate 10, Oslo. WTD in preparation.

SPAIN—Machine tools; metalworking machinery in general. Direct purchase and agency. Requests replies in Spanish. Azlor, S.A. (importer, dealer, exporter), Gran Via 64, Bilbao. WTD 6/28/65.

★★ **THAILAND—Trade Mission**

Semi-automatic can making machinery-closing machines and retorts to produce 60 cans per minute. Needs technical aid for plant layout, etc. Sriprapa Canning Factory (manufacturer), 202 Akarnsongkroh Rd. 14, Tungmahamek, Bangkok. WTD 6/15/65. TM 23.

● **TURKEY**—Coil winding machine for winding copper wire .05 to 1.5 mm. Coils will be wound up to 150-165 mm. Tender No. 965/3045, bid deadline Aug. 5. Materials Purchasing Dept., Turkish Maritime Bank, Istanbul.★ (Telephone: 202-WO 7-5652).

355 Special industry machinery

BRAZIL—Machinery, parts and attachments for petroleum, chemical, pharmaceutical, textile industries. Requests catalogs, literature. Direct purchase and agency. I. Cinti Representacoes "ICR" (agent), Rua da Quitanda 3, 10° andar, sala 1009, Rio de Janeiro ZC-00, Estado da Guanabara. WTD 2/18/65.

HONG KONG—Paper covering machine for electrical transformer conductor. Crate-making machines and machines for making wire-bound wooden boxes. Tufter for carpet factory. H & C Trading Co., (H.K.) Ltd. (im-

porter, manufacturers' agent), 909 Shui Hing House, 23 Nathan Rd., Kowloon, Hong Kong. Cable Address: "HCMUTUAL" Hong Kong. WTD in preparation.

Machines and equipment for processing semi-precious stones: slab and trim saws, grinders, sanders, polishers, laps and tumblers, drilling machines, cutting machines. The Union Syndicate (importer, exporter), Eleventh Floor, 23 Chatham Rd., Kowloon, Hong Kong. Cable Address: CHARGA Hong Kong. WTD 6/23/65.

● **JORDAN**—Supply and installation 700 tons/day dry process, oil fired kiln for expansion of plant. Tender No. 3/Extension/406, bid deadline Aug. 22. The Jordan Cement Factories Co., Ltd., P.O. Box 610, Amman.★ (Telephone: 202-WO 7-5589).

● **SUDAN**—Two Universal woodworking machines to saw up to 6" deep with 18" diameter saw and planing and thicknessing to 12" wide, 7" deep. Tender No. 3318, bid deadline July 29. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James's, London SWI.★ (Telephone: 202-WO 7-5589).

URUGUAY—Plant for milk pasteurizing and for related operations, capacity 60,000 liters milk per day. To include following units: 15,000 l./hr. centrifugal hygienization complex; 10,000 bottle/hr. washing and bottling equipment; milk jam producing unit, capacity 1,000 kg./day on two shifts; butter manufacturing unit, capacity 1,500 kg./8-hr. shift; powdered milk unit, capacity 2,000 l./hr. Power requirements 220 v., 50 cycles. Alain Petcho, Calle Treinta y Tres 1374, Entre Piso, Montevideo. WTD in preparation.

Edible oil plant, capacity 40-65 m.t. per day, for sunflower, peanut, cottonseed, soybean oils; 220 v., 50 cycle electric current and 4 kg./cm² steam power available. S. A. Fabril Uruguaya (manufacturer), Cno. al Paso de la Arena 2460, Montevideo. WTD 6/24/65.

356 General industrial machinery

● **BURMA**—One submersible pump for 4" tube well 500 BPH. Centrifugal pumps—1/400 GPH, 2/5000 GPH, 2/6000 GPH. One sewerage pump 6000 GPH, 4 air receivers. Tender No. FQ/5/65, bid deadline Aug. 3. Executive Engineer, National Housing Town & Country Development Board, Stores Division, Yankin, Rangoon.★ (Telephone: 202-WO 7-5589).

● Air compressors—2, 2.7 CFM—6 portable 100 CFM, 5 trailer mounted 250 CFM, 4 trailer mounted 120 CFM. Tender No. FQ/4-1(65), bid deadline Aug. 2. Executive Engineer, National Housing Town & Country Development Board, Stores Division, Yankin, Rangoon.★ (Telephone: 202-WO 7-5589).

● Centrifugal pump—9/8000 GPM, 9/4000 GPM, 9-1/000 GPM, Duplex Steam Pumps—6 portable. Tender No. FQ/2/65, bid deadline Aug. 2. Executive Engineer, National Housing & Town & Country Development Board, Stores Division, Yankin, Rangoon.★ (Telephone: 202-WO 7-5589).

● Air compressors 1-50 CFM, 4-80 CFM, 1-20 HP diesel engine, two 20 HP 400/440 v. electric motors and three air receivers. Centrifugal pumps, 2-6000 GPH and 1-1000 GPH. Tender No. FQ/3/65, bid deadline Aug. 2. Executive Engineer, National Housing Town & Country Development Board, Stores Division, Yankin, Rangoon.★ (Telephone: 202-WO 7-5589).

FRANCE—Stapling machines, for packaging. Direct purchase and agency. Agrafvit S.A. (manufacturer, wholesaler, importer), 31 Rue Poulin, Montreuil (Seine). WTD 5/26/65.

HONG KONG—Skin packaging equipment, similar to machines used for packing shoe laces. H & C Trading Co., (H.K.) Ltd. (importer, manufacturers' agent), 909 Shui Hing House, 23 Nathan Rd., Kowloon, Hong Kong. Cable Address: "HCMUTUAL" Hong Kong. WTD in preparation.

● **IRAQ**—Oil-fired rotary metal melting furnace, 2 ton capacity. Tender No. 113/65, bid deadline Aug. 12. Director General, Iraqi Ports Administration, Basra.★ (Telephone: 202-WO 7-5652).

SAUDI ARABIA—Electric water pumps for domestic use. Nasir al-'Amir al-Rimayh (importer, wholesaler, retailer), P.O. Box 48, Madina. WTD 9/1/64.

VENEZUELA—Ball and roller bearings, components. Distribution and sales agency for entire country. Requests replies in Spanish. Thelmo Torrealba, "Repuestos Douglas" (importer), Avenida Penalver 125, Turen, Estado Portuguesa. WTD 6/10/65.

357 Office, computing, accounting machines

BELGIUM—Typewriters, calculators, adding machines, duplicating machines. Direct purchase and agency. Ets. Ed. Duverger S.P.R.L. (importer, agent), 34 Boulevard de l'Abattoir, Brussels 1. WTD in preparation.

● **INDIA**—Supply of 70 calculating machines, electric, 220/240 v. ac/dc, capable of all types of calculations including addition, multiplication, subtraction, division. Tender No. P/SMH-5/56251-P/II/65, bid deadline Aug. 27. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available at $2.10 per copy, from India Supply Mission, 2536 Massachusetts Ave. NW., Washington, D.C. 20008, reference No. D/ENQ/1782.

358 Service industry machines

FINLAND—Water purification equipment. Requests brochures, price lists. Insinooritoimisto Oy Rictor Ab (engineering consultant, importer), Ainonkatu 4 C, Helsinki. WTD 11/13/64.

FRANCE—Automatic vending machines, dispensing chewing-gum balls and small premium prizes. Direct purchase and agency. Parimatic (Bernard Kranzer) (wholesaler, distributor), 142 Rue du Fbg St-Martin, Paris 10e. WTD 4/12/65.

SAUDI ARABIA—Evaporative air coolers for domestic use. Jabir's Store for Luxuries (AKA Jaber's) (commission agent), Kammasha St., Madina. WTD 7/6/64.

Electric evaporation air coolers for household use. 'Abd al-Mohsen al-Swaylim (importer, wholesaler, retailer, commission agent), P.O. Box 544, Riyadh. WTD 4/18/64.

361 Electrical transmission, distribution equipment

FINLAND—Controls, gauges, related specialized equipment for use in hydroelectric power plants; requests full details, prices, descriptive literature. Pohjolan Voima Oy (construction engineering), Eduskuntakatu 4, Helsinki. WTD in preparation.

● **INDIA**—Supply three 60 MVA and two 30 MVA (with OLTC) transformers. Tender No. P-2024, bid deadline Aug. 16. The General Manager, The Tata Power Co., Ltd., Bombay House, Bruce St., Fort Bombay 1. Copy of specifications with drawings available for review only, not for loan, in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. (Telephone: 202-WO 7-4242).

● Supply 11,000 gas filled lightning arrestors, conforming to ITD Specification No. S/QH-116 dt. 15.1.65 having reference to ITD Specification No. S/QH-113A. Tender No. P-403/P-4/25, bid deadline Aug. 10. Shri K. Sivaraman, Secretary, Stores Purchase Committee, Telegraph Stores, 5, Council House St., Calcutta-1. Tender documents available (free of charge) from India Supply Mission (Ref. D/ENQ/1783), 2536 Massachusetts Ave. NW., Washington, D.C. 20008.

362 Electrical industrial apparatus

FRANCE—Battery operated motors for advertising displays. Direct purchase and agency. Tyrode S.A. (manufacturer of printing, setup packaging, point-of sale advertising), 207 a 217 Boulevard d'Alsace-Lorraine, Rosny-sous-Bois (Seine). WTD 4/23/65.

● **INDIA**—Supply, erect and test 4 units of 3,000 KW rectifier sets in traction sub-station at Kurla. Tender No. W.828-B-LP-13-TR-6, bid deadline Sept. 15. Specifications may be obtained from the Office of the General Manager (Electrical), Central Railway, Victoria Terminus, Bombay-1, upon payment of $21 per copy (non-refundable). Copy of specification available for review only, not for loan, in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

ITALY—Electrical devices, 220 or 125 v., for mechanically opening and closing garage doors, gates, rolling doors; for opening and closing apartment doors, windows, rolling blinds (venetian blinds). Sergio della Porta (supplier of building materials), Via Flaminia 171, Rome. WTD 6/25/65.

363 Household appliances

● **IRAQ**—Supply of 1,000 two to four burner gas ranges with oven and grill. Tender No. GAS/4/65, bid deadline Aug. 15. Gas Distribution Administration Ministry of Oil, Baghdad.★ (Telephone: 202-WO 7-5345).

SAUDI ARABIA—Electrical household appliances such as refrigerators, washing machines, fans, air conditioners, fruit mixers. Requests catalogs, price lists. Jabir's Stores for Luxuries (AKA Jaber's) (commission agent), Kammasha St., Madina. WTD 7/6/64.

Electrical household appliances such as washing machines, refrigerators, water coolers, heaters. Importer, wholesaler, retailer, commission agent requests offers with catalogs, price lists. 'Abd al-Mohsen al-Swaylim, P.O. Box 544, Riyadh. WTD 4/18/64.

Electrical household appliances such as desert coolers, water coolers, washing machines, fruit mixers; household kerosene refrigerators. Importer, wholesaler, retailer requests quotations, catalogs, price lists. Direct purchase and agency. Ardughan Furniture Exhibition (AKA Ardughan Ja'afar As'ad), P.O. Box 198, Madina. WTD 8/25/64.

Electrical household appliances such as desert coolers, water coolers, heaters, refrigerators, washing machines. Importer, wholesaler, retailer seeks offers with catalogs, price lists. Nasir al-'Amir al-Rimayh, P.O. Box 48, Madina. WTD 9/1/64.

VENEZUELA—Household ironers and laundry equipment; household cooking equipment; small household electric appliances, 110 v., 50 cycles. General lines. Distribution and sales agency for entire country. Requests replies in Spanish. Representaciones Ocasa (sales agent, importer), Aptdo 6077, Caracas. WTD 6/21/65.

364 Electric lighting, wiring equipment

FRANCE—Incandescent and fluorescent lamps. Importing wholesaler interested in direct purchase and exclusive sales agency for France. Neff & Meyer, 64 Avenue des Vosges, Strasbourg (Bas-Rhin). WTD 6/28/65.

● **URUGUAY**—Supply floodlighting and area lighting equipment, 1,000 v. control capacity, 220 v., 50 cycle. Specifications in Spanish. Tender No. 34.777, bid deadline July 30. Concejo Departamental de Montevideo, Departamento de Ingenieria & Obras, Av. 18 de Julio S/N. Montevideo.★ (Telephone: 202-WO 7-4242).

● Supply 500 reflectors for 400 watt, and 500 reflectors for 250 watt, mercury vapor street lights (aluminum). Tender No. 34.775, bid deadline July 29. Specifications in Spanish. Concejo Departamental de Montevideo, Departamento de Ingenieria and Obras, Av. 18 de Julio S/N. Montevideo.★ (Telephone: 202-WO 7-4242).

365 Radio, television receiving sets

FRANCE—Television receivers, console and portable; radio receivers of all types. Importing wholesaler interested in direct purchase and exclusive sales agency. Neff & Meyer, 64 Avenue des Vosges, Strasbourg (Bas-Rhin). WTD 6/28/65.

HONG KONG—Televsion receivers, domestic, for both 405 and 625 lines. Hotung International, Ltd. (importer, exporter), St. George's Bldg., Chater Rd., Hong Kong. Cable Address: HOTUNG Hong Kong. WTD 2/23/65.

Public address and electronic intercommunication systems. Prices to be quoted c&f Hong Kong. W. R. Loxley & Co., Ltd. (manufacturers' selling agents), Eleventh Floor, Jardine House (P.O. Box 84), Hong Kong. Cable Address: LOXLEY Hong Kong. WTD 10/23/64.

366 Communication equipment

AUSTRALIA—Closed circuit television—industrial and educational, 625 to 1000 line scan—Vidicon cameras. Video tape recording equipment. Direct purchase and agency. Mr. J. Hayne, Ericsson Telephones (Aust.) Pty. Ltd. (manufacturers, importers, manufacturers' representatives), 13-17 Botany St., Redfern, N.S.W. WTD 2/11/65.

BELGIUM—Fire protection and detection apparatus. Direct purchase and agency. Requests replies in French. Somati, S.P.R.L. (importer, exporter, sales agent), 335 Avenue de la Couronne, Brussels 5. WTD 3/17/65.

● **IRELAND**—Supply and installation of a private automatic branch telephone exchange. Tender No. C/34, bid deadline July 27. Engineer-in-Chief, Department of Posts & Telegraphs, Contract Section, Hawkins House, Dublin 2.★ (Telephone: 202-WO 7-4823).

● **KOREA**—Supply of 7 construction and telephone repair trucks, 48 meggers of various scales, loading coils, stub cables, feeder cables, carrier cable, meters, tools. Tender No. KFX-5081-s, bid deadline Aug. 12. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-4823).

367 Electronic components and accessories

FRANCE—Electron tubes for radio and television. Importing wholesaler interested in direct purchase and exclusive sales agency. Neff & Meyer, 64 Avenue des Vosges, Strasbourg (Bas-Rhin). WTD 6/28/65.

369 Electrical machinery, equipment, supplies

FRANCE—Low and high-powered electric outboard motors. S.D.G. (manufacturer, wholesaler, importer), 7 Rue des Haras, Bures-sur-Yvette (Seine-et-Oise). WTD 6/3/64.

NETHERLANDS ANTILLES—Christmas tree lighting outfits. Gilma Store (J. & G. Marchena) (importer), 64 Breedestraat, Otrabanda, Willemstad, Curacao. WTD 8/28/64.

★★ **THAILAND—Trade Mission**

Spark plugs; automotive parts, accessories, novelties. Asia Industrial Development Co. Ltd. (importer, exporter), 4th Floor, Bangkok Bank Bldg., 300 Silom Rd., Bangkok. WTD 6/15/65. TM 37B.

371 Motor vehicles, motor vehicle equipment

SAUDI ARABIA—Automotive spare parts, accessories, tools, for U.S. and European cars. Importer, wholesaler and retailer requests offers with price lists. Sa'id Abu Bakr Bawazir, P.O. Box 799, Jidda. WTD 8/15/64.

374 Railroad equipment

● **IRAN**—Supply of spares for freight cars including, but not limited to, 1,800 springs; 200 steel tires, 100 journal boxes. Tender No. 44/245-253-251, bid deadline Aug. 30. Iranian State Railways, Maydane Rah Ahan, Tehran. Copy of general conditions and specifications, with drawings in French, available for review only in the Transportation Equipment Division, BDSA-6340, Department of Commerce, Rm. 4314, Washington, D.C. 20230.

● **IRAN**—Supply of spares for passenger cars including, but not limited to, 600 springs and 50 draw hooks. Tender No. 44/249, bid deadline Sept. 1. Iranian State Railways, Maydane Rah Ahan, Tehran. Copy of general conditions and specifications, with drawings in French, available for review only in the Transportation Equipment Division, BDSA-6340, Department of Commerce, Rm. 4314, Washington, D.C. 20230.

● **URUGUAY**—Supply of 25 self-propelled diesel rail passenger cars, tandem type, standard gauge. Tender No. 630/61, bid deadline Aug. 31. Administracion de Ferrocarriles del Estado de la R. O. del Uruguay, Oficina de Secretaria de la Gerencia General (Licitaciones), Calle La Paz No. 1095, Piso 2, Montevideo. Tariff and import restrictions are not applied in this case. Copy of specifications (in Spanish) available for review only in the Transportation Equipment Division, BDSA-6340, Department of Commerce, Rm. 4314, Washington, D.C. 20230.

381 Engineering, laboratory, scientific, research instruments

GERMANY—Gas chromatographs and accessories, small spectographs and electronic special apparatus for quantitative chemical analysis. Requests replies in German. Labor & Technik Guenter Fabrion (distributor, importer), 162 Varzinerstrasse, 4102 Homberg. WTD 6/10/65.

● **IRAQ**—Supply of one machine for dividing, indicating, marking and engraving all sorts of rules (plastic and metallic) in metric and inch measuring systems. Tender No. PROD/3/65, bid deadline Aug. 10. Tender documents may be obtained free from the Military Attache, Iraqi Embassy, Washington, D.C. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-2939).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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382 Instruments for measuring, controlling, indicating physical characteristics

BELGIUM—Testing equipment for hardness, physical properties, material strength, wear. Importer and sales agent interested in direct purchase and agency for Belgium and Luxembourg. Etablissements J. P. Gerdom, 60 Avenue E. Zola, Brussels 3. WTD 6/17/64.

Instruments for testing materials and soils. Importer, exporter, manufacturer, retailer interested in direct purchase and agency for Belgium and the Congo. R. & A. Tibaut, S.P.R.L., 15-17 Rue de Laeken, Brussels. WTD 1/22/65.

Thermostats and other apparatus for measuring and control—for use in stoves, heaters, ranges, ovens. Direct purchase and agency. Mondico S.A. (importer, sales agent), 42 Avenue de Tervueren, Brussels. WTD 6/9/65.

● **TAIWAN**—Supply of one set of concrete compressive tester equipped for testing 6″ x 12″ cylinders, capable of both manual and constant-flow electric pump operation, and with a capacity of not less than 200,000 pounds. Tender No. GF4C-21199(P), bid deadline July 30. Purchasing Dept., Central Trust of China, 49 Wuchang St., Section 1, Taipei.★ (Telephone: 202-WO 7-2939).

384 Surgical, medical, dental instruments

BELGIUM—Hygienic articles made of glass, plastic or bakelite; orthopedic appliances and surgical equipment. Medium sized importer, exporter, wholesaler and sales agent selling to pharmacies and hospitals desires direct purchase and agency arrangement for Belgium, Luxembourg and the Congo. Ets. Durolex S.P.R.L., 154 Chaussee de Charleroi, Brussels. WTD in preparation.

All types of surgical and medical instruments, equipment, supplies, furniture—including hospital supplies and furniture. Importer, wholesaler and retailer interested in direct purchase and agency for Belgium, Netherlands, Luxembourg, France. Etablissements R. Lammers & Co., 81 Rue Mercelis, Brussels 5. WTD in preparation.

THAILAND—Electric sharpener for use on surgical injection needles; current, 220 v. Mr. Lee Thian Kiang, c/o Bangkok Pharmacy Ltd. Pns. (importer, wholesaler), 54-56 Chalerm Khet 3rd. St., Bangkok. WTD in preparation.

385 Ophthalmic goods

BELGIUM—Ophthalmic articles, especially ophthalmic frames, gold plated and non-metallic. Importer, wholesaler interested in direct purchase for Belgium and Luxembourg. Imporoptic, 28a Rue du Lombard, Brussels 1. WTD in preparation.

386 Photographic equipment

● **CYPRUS**—Supply of photographic equipment including, but not limited to: One twin-lens reflex camera with accessories; four 35 mm. cameras with accessories; one print dryer with accessories; one enlarger with accessories; one sound movie projector, 16 mm. with accessories; filmstrip previewer; 2″ x 2″ slide viewers and projectors; screens. Tender No. 24/65, bid deadline July 31. The President of the Tender Board, Treasury, Nicosia.★ (Telephone: 202-WO 7-2939).

FRANCE—Motion picture cameras, 8 mm., 16 mm., 35 mm.; lighting equipment for motion pictures; projectors (motion picture, sound, others; diapositive slides); projection screens and accessories; equipment, products and supplies for professional and amateur photographers. Requests descriptive literature, price lists. Direct purchase and agency for southwest France. Requests replies in French. Puytorac (dealer), 148 Avenue d'Eysines, Boite Postale 10, Bordeaux-Cauderan, Gironde. WTD 6/23/65.

● **IRAQ**—Supply of one film processing machine for developing 16 and 35 mm. black and white, negative, positive and reversal film; must be completely installed and ready for operation. Tender No. MISC/19/65, bid deadline Aug. 10. Tender documents available free from the Military Attache, Iraqi Embassy, Washington, D.C. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-2939).

387 Watches, clocks, parts

BELGIUM—Watches, clocks, alarm clocks; watch and clock-makers' tools. Gayet, Emile (importer, wholesaler, agent), 16 Rue St. Jean, Liege. WTD in preparation.

391 Jewelry, silverware, plated ware

HONG KONG—Cigarette lighters, high quality. Desires competitive well-known brands of unique design. Hotung International, Ltd. (importer, exporter), St. George's Bldg., Chater Rd., Hong Kong. Cable Address: HOTUNG Hong Kong. WTD 2/23/65.

NETHERLANDS ANTILLES—Novelties: electrosilverplated, plated and sterling silver. Gilma Store (J. & G. Marchena) (importer, retailer), 64 Breedestraat, Otrabanda, Willemstad, Curacao. WTD 8/28/64.

393 Musical instruments, parts

GERMANY—Drums and wood wind instruments, all kinds. Gotthold Meyer (manufacturer, importer, exporter, wholesaler), 14 Kaffweg, 355 Marburg/Lahn, West Germany. WTD 6/29/65.

394 Toys, amusements, sporting goods

BELGIUM—Hobby kits; children's scientific kits. Direct purchase or agency. Requests replies in French. "Ertel" (importer, wholesaler), Robert L. Thienpont, 300 Avenue de Jette, Brussels 9. WTD in preparation.

FRANCE—Gate-lodges in plastics, other accessories pertaining to a toy railway; assembled or to be assembled. Plastic miniature automobiles, airplanes, boats; to be assembled. S.A.M.A.R., SA (importer, wholesaler), 2 Allee des Peupliers, Sevran (S&O). WTD 4/14/65.

Educative games. Direct purchase and agency. C.O.M.A.N.O.—Cie d'Edition des Matieres Nouvelles (manufacturer, importer, dealer), 33 avenue Michelet, La Varenne (Seine). WTD 4/14/65.

VENEZUELA—Fishing tackle and equipment in general. Distribution and sales agency for entire country. Requests replies in Spanish. Representaciones Ocasa (sales agent, importer), Aptdo. 6077, Caracas. WTD 6/21/65.

395 Pens, pencils, other office and artists' materials

BELGIUM—Pens, pencils, marking devices. Direct purchase and agency for Belgium and Luxembourg. Ets. Ed. Duverger S.P.R.L. (importer, agent), 34 Boulevard de l'Abattoir, Brussels 1. WTD in preparation.

HONG KONG—Fountain pens, high quality. Interested in agency for name brand new in Hong Kong. Hotung International, Ltd. (importer, exporter), St. George's Bldg., Chater Rd., Hong Kong. Cable Address: HOTUNG Hong Kong. WTD 2/23/65.

SWEDEN—Ball point pens. Dynas Fabrikslager (wholesaler), Sodra Forstadsgatan 13, Malmo. WTD 6/22/65.

★★ THAILAND—Trade Mission

Pens and pencils. Asia Industrial Development Co., Ltd. (importer, exporter), 4th Floor, Bangkok Bank Bldg., 300 Silom Rd., Bangkok. WTD 6/15/65. TM 37A.

396 Costume jewelry, novelties, buttons

BELGIUM—Buttons of all sorts. Direct purchase and agency. Implasco Union, S.P.R.L. (importer, wholesaler, agent), 56 Rue d'Artois, Brussels. WTD 10/1/63.

SAUDI ARABIA—Novelties (except paper) such as fancy jewelry, novelty gift items; women's and men's prestige lines, including brooches, earrings, bracelets, rings, necklaces, cuff links, tiepins; all types of luxuries. Commission agent seeks offers with catalogs, price lists. Jabir's Store for Luxuries (AKA Jaber's), Kammassa Street, Madina. WTD 7/6/64.

399 Manufacturing industries

BELGIUM—Neon sign supplies and novelties. Tubelite (importer, exporter, manufacturer, wholesaler), 40 Rue des Commercants, Brussels. WTD in preparation.

All types of fire extinguishers. Direct purchase and agency. Requests replies in French. Somati, S.P.R.L. (importer, exporter, sales agent), 335 Avenue de la Couronne, Brussels 5. WTD 3/17/65.

HONG KONG—Cigarette lighters. Competitive brands of unique designs desired. Hotung International, Ltd. (importer, exporter), St. George's Bldg., Chater Rd., Hong Kong. Cable Address: HOTUNG Hong Kong. WTD 2/23/65.

SWEDEN—Gift articles, various types. Dynas Fabrikslager (wholesaler), Sodra Forstadsgatan 13, Malmo. WTD 6/22/65.

★★ THAILAND—Trade Mission

Toothbrushes and hair brushes. Asia Industrial Development Co., Ltd. (importer, exporter), 4th Floor, Bangkok Bank Bldg., 300 Silom Rd., Bangkok. WTD 6/15/65. TM 37E.

509 Wholesalers

FRANCE—Drosera (insectivorous plant of the droseracea family) bulbs or tubers suitable for growing in apartments. Quotations desired for sample shipment of 1,000 or 2,000 tubers. Requests replies in French. Publiaffaires (dealer), 4 bis & 5 Quai de Paludate, Bordeaux, Gironde. WTD 8/22/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

203 Canning, preserving foods

GERMANY—Canned fruit and vegetable specialties, other fine food specialties. Erich Goetze (sales agent), Kroegerstrasse 22, Hamburg-Rahlstedt. WTD 11/16/64.

206 Sugar

BELGIUM—Invert sugar and special types of sweetners and syrups. Importer, exporter, manufacturer seeks agency for Belgium and the Common Market. Usines W.A. Wayland, 178 Rue Jules Lahaye, Brussels 9. WTD in preparation.

208 Beverages industries

BELGIUM—Special products and flavorings for use in breweries and soft drink production. Importer, exporter, manufacturer seeks agency for Belgium and the Common Market. Usines W.A. Wayland, 178 Rue Jules Lahaye, Brussels 9. WTD in preparation.

220 Textile mill products

BELGIUM—Fabrics, all types, for clothing and house furnishings. Mr. Gaston Stichelmans (agent), 184 Avenue de Messidor, Brussels 18. WTD 8/27/64.

Piece goods, cotton, wool, rayon; single color, printed, etc., for clothing. Cebex, S.A. (importer, sales agent), 2 bis Rue de Frontispiece, Brussels. WTD 6/10/65.

VENEZUELA—Textiles (cotton, dacron, rayon) for sale to shirt and trouser manufacturers; requests replies in Spanish. Alvarez Trading Co., C.A. (importer, sales agent),

Aptdo. 3387, Caracas, Edificio Riera, Primer Piso, Oficina 6, Avenida Urdaneta, Caracas. WTD 6/16/65.

221 Broad woven fabrics, cotton

FRANCE—All household linen and furnishing fabrics, cotton for draperies, upholstery, sheets, bedspreads, toweling, tablecloths, napkins, dishcloths. Henri Duprez & Cie (manufacturer, wholesaler), 48 Avenue Henri Delecroix, Hem (Nord). WTD 6/21/65.

GERMANY—Bed tickings and feathers; wholesaler requests replies in German, quotations ex factory. Nierwetberg & Baldus KG, 24-27 Gerberstrasse, 535 Euskirchen. WTD 6/15/65.

222 Broad woven fabrics, manmade fiber, silk

FRANCE—All household linen and furnishing fabrics—rayon, nylon, silk, other manmade fibers for draperies, upholstery, sheets, bedspreads, toweling, tablecloths, napkins, dishcloths. Henri Duprez & Cie (manufacturer, wholesaler), 48 Avenue Henri Delecroix, Hem (Nord). WTD 6/21/65.

223 Broad woven fabric mills, wool

FRANCE—All household furnishing fabrics, wool for draperies, upholstery, blankets, bedspreads. Henri Duprez & Cie (manufacturer, wholesaler), 48 Avenue Henri Delecroix, Hem (Nord). WTD 6/21/65.

229 Textile goods

FRANCE—All household linen and furnishing fabrics: linen, flax, hemp, jute and mixture fiber for upholstery, sheets, bedspreads, tablecloths, napkins, dishcloths. Henri Duprez & Cie (manufacturer, wholesaler), 48 Avenue Henri Delecroix, Hem (Nord). WTD 6/21/65.

232 Men's, youths', boys' furnishings

BELGIUM—Sports shirts, sports wear, casual clothing. Manufacturer with branch in England and sales territory including Germany, France, Sweden and Switzerland, seeks agency. International Trading S.P.R.L., 53 Rue H. Wafelaerts, Brussels 6. WTD in preparation.

282 Synthetic materials

GERMANY—Synthetic fibers, such as polyethylene fibers; wholesaler requests replies in German, quotations ex factory. Nierwetberg & Baldus KG, 24-27 Gerberstrasse, 535 Euskirchen. WTD 6/15/65.

284 Soaps, detergents, cleaning preparations, perfumes, cosmetics

FRANCE—Scouring products, detergents, cleaning preparations, waxes, maintenance materials for home use, all types. Agency for France or section thereof. Requests replies in French. Etablissements G. Bujard & Cie. (manufacturer), Saint-Gilles-sur-Vie, Vendee. WTD 6/23/65.

307 Plastic products

NEW ZEALAND—Decorative plastic-coated shelf and wall coverings with adhesive backing. Mr. A.R.B. Stokes, Managing Director, A.R.B. Stokes Ltd. (manufacturers' representative), P.O. Box 1510, Wellington. WTD in preparation.

317 Handbags, personal leather goods

BELGIUM—All types of jewelry cases and jewelry boxes. Desires agency for supplying jewelry wholesalers in Belgium, Netherlands, Luxembourg. G. Fostroy (agent), 25 Rue du Chateau Kieffelt, Brussels 15. WTD in preparation.

342 Cutlery, hand tools, general hardware

GERMANY—Household and kitchen articles suited for retail sale in supermarkets and self-service food stores. Erich Goetze (sales agent), Kroegerstrasse 22, Hamburg-Rahlstedt. WTD 11/16/64.

358 Service industry machines

FRANCE—Coin-operated vending machines, dispensing chewing-gum, confectionery, hot and cold drinks, sandwiches, biscuits, stationery supplies, sanitary napkins, books, toys and game, toiletries and notions. Europ Production France (E.P.F.) (importer, wholesaler), 17 Rue des Petits-Champs, Paris 1er. WTD 4/8/65.

361 Electric transmission, distribution equipment

FRANCE—Potentiometers; switches for printed circuits. Techniques Europeennes de Commutation (manufacturer, dealer), 79 Rue du Temple, Paris 3e. WTD 4/23/65.

363 Household appliances

GERMANY—Household and kitchen articles suited for retail sale in supermarkets and self-service food stores. Erich Goetze (sales agent), Kroegerstrasse 22, Hamburg-Rahlstedt. WTD 11/16/64.

365 Radio, television receiving sets

FRANCE—Coin-operated music distribution apparatus (jukeboxes). Europ Production France (E.P.F.) (importer, wholesaler), 17 Rue des Petits-Champs, Paris 1er. WTD 4/8/65.

369 Miscellaneous electrical machinery

ITALY—Electro-mechanical, electro-technical and electro-thermic equipment for industrial uses. Ingg. Carlo Eugenio Calasso & Figlio (agent), Via Sacchi 58, Turin. WTD 6/24/65.

384 Surgical, medical, dental instruments

FRANCE—Surgical, medical, orthopedic instruments (orthopedic types non-competitive with products of own manufacture), including support and safety belts for automobile and tractor drivers; medical devices for artificial anus, cystotomy, ureterotomy; electronic stethoscopes; prosthetic devices for rheumatic patients; related lines. Agency for France or section thereof. COFAM (Centre Orthopedique de Fabrication Appareils Medicaux) (manufacturer), 12 Place Camille Bouvet, Dax, Landes. WTD 6/28/65.

Water-ski safety belts (vinyl or ensolite). Agency for France or section thereof. Societe des Chaussures Ours (manufacturer), Route de Versillat, La Souterraine, Creuse. WTD 6/28/65.

391 Jewelry, silverware, plated ware

BELGIUM—All types of jewelry, including gold and silver jewelry, gold plated jewelry, pearls, necklaces, bracelets; related products. Desires agency for supplying jewelry wholesalers in Belgium, Netherlands, Luxembourg. G. Fostroy (agent), 25 Rue du Chateau Kieffelt, Brussels 15. WTD in preparation.

396 Costume jewelry, novelties, buttons, notions

VENEZUELA—Collar stays, for sale to shirt manufacturers; requests replies in Spanish. Alvarez Trading Co., C.A. (importer, sales agent), Aptdo. 3387, Caracas, Edificio Riera, Primer Piso, Oficina 6, Avenida Urdaneta, Caracas. WTD 6/16/65.

399 Manufacturing industries

FRANCE—Coin-operated amusement machines (flippers). Europ Production France (E.P.F.) (importer, wholesaler), 17 Rue des Petits-Champs, Paris 1er. WTD 4/8/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-8120, Department of Commerce, Washington, D. C., 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated June.

Aircraft and Aeronautical Equipment Importers and Dealers—Pakistan.
American Firms, Subsidiaries and Affiliates—Portugal.
Business Firms—Yemen Arab Republic.
Chemical Importers and Dealers—Bolivia.
Chemical Importers and Dealers—Costa Rica.
Curios, Novelties and Handicrafts Manufacturers and Exporters—Iran.
Dry Goods and Clothing Importers and Dealers—Haiti.
Feedstuff Importers, Dealers and Manufacturers—Norway.
Household Appliances Importers and Dealers—Iran.
Household Appliances Importers and Dealers—Netherlands Antilles.
Iron and Steel, Nonferrous Metals and Building Materials Importers and Dealers—Honduras.
Machinery and Equipment, Except Electrical Importers and Distributors—Tunisia.
Provisions Importers and Dealers—Switzerland.

Leads for Importers

011 Field crop farms

★★ THAILAND—Trade Mission

Desires to export all grades of jute, rice, rubber, corn, tapioca, kapok fiber, kapok seeds, castor seeds, lac. Asia Industrial Development Co. Ltd. (importer, exporter), 4th Floor, Bangkok Bank Bldg., 300 Silom Rd., Bangkok. WTD 6/15/65. TM 36.

221 Broad woven fabric mills, cotton

FINLAND—Cotton fabrics for use in manufacturing women's wear; wide variety currently being distributed throughout Europe offered to importers or distributors; direct sale or agency. Descriptive literature available. Barker-Littoinen Oy (manufacturers, exporters), L. Rantakatu 39, Turku. WTD 6/10/65.

222 Broad woven fabrics, manmade fiber, silk

★★ THAILAND—Trade Mission

Thai silk. Asia Industrial Development Co. Ltd. (importer, exporter), 4th Floor, Bangkok Bank Bldg., 300 Silom Rd., Bangkok. WTD 6/15/65. TM 36C.

223 Broad woven fabric mills, wool

FINLAND—Women's woolen and worsted suitings; wide variety currently being distributed throughout Europe under trademark "Fennica" offered to importers or distributors; direct sale or agency. Descriptive literature available. Barker-Littoinen Oy (manufacturers, exporters), L. Rantakatu 39, Turku. WTD 6/10/65.

229 Textile goods

FINLAND—Milled felts; manufacturer offers these products for direct sale or on distributor or commission agency basis. Saimaan Huopatehdas Oy, Vellamonkatu 1-3, Lappeenranta. WTD 6/9/65.

242 Sawmills, planing mills

★★ THAILAND—Trade Mission

Teak, all grades. Asia Industrial Development Co. Ltd. (importer, exporter), 4th Floor, Bangkok Bank Bldg., 300 Silom Rd., Bangkok. WTD 6/15/65. TM 36D.

243 Millwork, veneer, plywood, prefabricated structural wood products

FINLAND—Prefabricated, handmade, log-cabin style single-story rambler houses; boat houses; saunas; offered for direct sale or on agency basis. Hirsitalo Oy (retailer, exporter), Museokatu 40 A, Helsinki. WTD 6/15/65.

249 Wood products

BRAZIL—Typical articles made of Brazilian wood; manufacturer desires to contact well-established distributors or retailers. Paulo Santos—Artigos Tipicos (Atelier Carmelita), Rua Sacadura Cabral 217, 1° andar, Rio de Janeiro ZC-05, Estado da Guanabara. WTD 6/23/65.

251 Household furniture

FRANCE—Ancient-style chairs and armchairs. Societe d'Exploitation des Ets. Castellaneta (manufacturer, wholesaler), 18 Rue Titon, Paris 11e. WTD 4/26/65.

273 Books

GERMANY—New German language books and periodicals in the fields of medicine, natural science, economics, sociology. Quotations fob Hamburg or Bremen. Requests replies in German. Friedrich Schaten, vorm. Schweighoefer & Husen, Wissenschaftliche Buchhandlung (importer, retailer, exporter), 17-19 Huestrasse or Postfach 2409, 4630 Bochum. WTD 6/25/65.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

VENEZUELA—Hair tonic, well-known product, long established in Venezuelan market. Wishes to establish business connections with U.S. importer. Requests replies in Spanish. Aristina de Venezuela S.A. (manufacturer), Aptdo. 10216, Sabana Grande, Caracas. WTD 6/18/65.

319 Leather goods

BRAZIL—Crocodile leather, snake skin, oxhide and calf-skin goods; manufacturer desires to contact well-established distributors or retailers. Paulo Santos—Artigos Tipicos (Atelier Carmelita), Rua Sacadura Cabral 217, 1° andar, Rio de Janeiro ZC-05, Estado da Guanabara. WTD 6/23/65.

314 Footwear, except rubber

FINLAND—Felt boots; manufacturer offers these products for direct sale or on commission agency basis. Saimaan Huopatehdas Oy, Vellamonkatu 1-3, Lappeenranta. WTD 6/9/65.

329 Abrasive, asbestos, nonmetallic mineral products

FRANCE—Metal scouring pads, including galvanized copper sponges of good quality, plastic sponges (polypropylene), related pot and pan cleaners. Wholesale exportation direct or through agents. Requests replies in French. Etablissements G. Bujard & Cie. (manufacturers), Saint-Gilles-sur-Vie, Vendee. WTD 6/23/65.

356 General industrial machinery

BELGIUM—Dispenser for undercoating of cars (grease or other semi-liquid substances). Descriptive pamphlet (text in French) available from Trade Opportunities Staff, BDSA 6192, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. N.V. Weveo (Ets. W. Van Oekel) (importer, manufacturer, exporter), Van Hemelrijcklei, 68, Brasschaat. WTD in preparation.

384 Surgical, medical, dental instruments, safety devices

FRANCE—Orthopedic, prosthetic, medical, surgical apparatus, appliances; supplies, such as hernia trusses and belts; lumbar supports and abdominal belts; urine collectors and plastic collecting reservoirs; aluminum and steel crutches, including elbow crutches; walking sticks and canes for blind persons; other medical and safety devices. Descriptive booklet available on loan from Trade Opportunities Staff, BDSA 6192, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. Wholesale exportation to well established specialized dealers. COFAM (Centre Orthopedique de Fabrication Appareils Medicaux) (manufacturers), 12 Place Camille Bouvet, Dax, Landes. WTD 6/28/65.

386 Photographic equipment

FRANCE—Slide projectors (diapositives), medium-priced, good quality. Small electrical equipment, wiring devices, attachments. Ateliers Electro-Mecaniques des Pyrenees (manufacturers), Usine Laubadere, Tarbes, Hautes-Pyrenees. WTD 6/22/65.

391 Jewelry, silverware, plated ware

★★ THAILAND—Trade Mission

Variety of precious stones and synthetic stones. Asia Industrial Development Co. Ltd. (importer, exporter), 4th Floor, Bangkok Bank Bldg., 300 Silom Rd., Bangkok. WTD 6/15/65. TM 36E, F.

399 Manufacturing industries

BRAZIL—Typical Brazilian articles made of butterfly wings and metal; manufacturer desires to contact well-established distributors or retailers. Paulo Santos—Artigos Tipicos (Atelier Carmelita), Rua Sacadura Cabral 217, 1° andar, Rio de Janeiro ZC-05, Estado da Guanabara. WTD 6/23/65.

504 Groceries

FRANCE—Oysters, fresh, ("Huitres Plates" and "Huitres Portugaises"), good quality, from oyster beds at Arcachon, in southwest France, packed in baskets, for wholesale exportation by airplane, direct to importers. Requests replies in French. Castaing-Druart (oyster breeder, wholesaler, exporter), 11 Rue de la Poste, Port de Larros, Gujan-Mestras, Bassin d'Arcachon, Gironde. WTD 6/22/65.

KENYA—Tea and coffee, Robusta and Arabica, produced in East Africa; can handle any quantity and guarantee quality. Direct sale or agency. Kenya Coffee & Produce Ltd., P.O. Box 30558, Nairobi. WTD 4/26/65.

505 Farm products, raw materials

KENYA—Cotton and farm product raw materials produced in East Africa; can handle any quantity and guarantee quality. Direct sale or agency. Kenya Coffee & Produce Ltd., P.O. Box 30558, Nairobi. WTD 4/26/65.

509 Wholesalers

KENYA—Ivory, elephant ears of all sizes, front and rear feet, tails. Hippopotamus teeth and feet of all sizes. Wildlife Services (importer, wholesaler), P.O. Box 21199, Nairobi. WTD 5/25/65.

751 Automobile rentals

AUSTRIA—Interested in agency arrangement with U.S. rent-a-car organization. Ludwig Lanczmann, Autoverleih (automobile renting service), Rechte Wienzeile 21, Vienna IV. WTD 6/30/65.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

ECUADOR—Julio Medardo Clavijo, representing Almacen Internacional Julio M. Clavijo, P.O. Box 5321, Guayaquil, is interested in importing **general textiles.** Arrives July 16 for a one month stay, via Miami, Florida. Itinerary: New York City and other cities to be arranged. c/o Sheraton-Atlantic Hotel, Broadway at 34th St., New York, N.Y. WTD under preparation.

GREECE—D. N. Apodiacos, representing his own company, 28 Stravropoulou St., Athens, interested in **textile machinery.** Arrives end of July 1965 via New York for 3-6 week stay. c/o Butterworth Mfg. Co., Bethayres, Penna. Itinerary calls for visits in Ohio, North Carolina and Georgia. WTD under preparation.

INDIA—B. M. Gogte, Gogte Industries, Block C, "Empress Court," 126 Churchgate Reclamation, Bombay 1, interested in investment of **joint venture collaboration to establish plants to manufacture steel castings, soda ash, fertilizers, ammonia.** Arrives July 20, for 2-3 week via New York City. c/o A. B. Gogte, Apt. 40, 133-17 Sanford Ave., Flushing 55, New York. Itinerary calls for visits to Boston, Washington and other cities to be arranged. WTD 4/22/65.

IRAQ—Sabah Edward Aris, representing Al-Ikhlas Factory, Pachachi Bldg., South Gate, Baghdad, interested in importing **cigarette and facial tissue** and machinery for cutting and packaging of facial tissue; also obtaining technical information for modification of production of cigarette-paper booklets. Arrives July 19 via New York City and will stay for 45 days visiting other cities, as determined upon arrival. Write: c/o Department of Commerce, New York City Field Office, 350 Fifth Ave., New York, N.Y.

ISRAEL—Leo Wajl, head of the Electrical Department of the Standard Institution of Israel, 88 Frishman St., Tel Aviv, interested in making contacts with officials in the electrical industry who would be able to give him technical information of quality and quality levels. July 19 via New York c/o Mr. Qvner Wajl, 87-15 37th Ave., Jackson Heights, New York. Approximate six week itinerary includes Chicago, Washington; others to be arranged.

IRAQ—Y. E. Evan, representing his firm, 52A27/1/207 Kifah St., Baghdad, interested in **contacting auto parts and paint suppliers.** Arrives Aug. 2 for one month. Itinerary: Chicago, Canton, other cities to be arranged. c/o Rosa Evans, 1460 N. Sandburg, Chicago, Ill.

PAKISTAN—A. D. Blackford, Blackwood Hodge (Pakistan) Ltd., 1 West Wharf Rd., Karachi, interested in meeting manufacturers of **drilling equipment, mobile cranes and road construction equipment.** Arrives July 19 via New York City for three weeks; plans include visits to Cleveland, Philadelphia and Washington. c/o W. J. Weisse, Managing Director, Foreign Dist. Div. General Motors, New York City, NY.

NEW ZEALAND—S. J. Geron, representing, The House of Raymonde Ltd. (manufacturer of ladies' apparel), Kigsford Smith St., Wellington, E.3, interested in importing **cotton and synthetic fabrics and developing licensing agreements for the production of fabrics;** also technical information on production techniques involved in manufacture of ladies' apparel; also stock control and accounting techniques used by chain stores. Arrives Los Angeles Aug. 8 for two weeks including New York City. c/o New Zealand Consulate, 510 West 6th St., Los Angeles, & New Zealand Consulate General, 630 5th Ave., New York, N.Y. 10020. WTD 6/25/65.

SAUDI ARABIA—Muhammad Mustafa 'Ashur, AKA 'Ashur Stores, P.O. Box 738, Jidda, interested in contacting U.S. manufacturers of **ready-to-wear men's, women's and children's clothing; outerwear and underwear and novelties.** Arrives Aug. 2, via New York City for a one month's visit. c/o U.S. Department of Commerce Field Office. 350 Fifth Ave., New York City, N.Y. WTD 12/17/64.

Future Construction

CHILE—An **ethylene unit** is reportedly to be added to the ENAP (The Government's oil enterprize) Oil Refinery complex now under construction in Concepcion. Naphtha from the "topping" process is to be used as the raw material for the ethylene. It is expected that at a later stage of development, complex aromatics may be produced from refinery by-products at ENAP's Con-Con installation.

COLOMBIA—The Inter-American Development Bank has approved a loan equivalent to $500,000 from the Social Progress Trust Fund to help a university in Colombia draft plans for its future expansion.

The borrower, the Universidad del Valle, of Cali, Colombia, will utilize the loan to prepare a design for a new university campus and to draw up construction plans for the initial buildings included in the general design.

In 1963, the University received a grant of 247 acres of land in Melendez, south of the city, for a new university campus.

The project, being built at a total cost of $660,000, calls for the preparation of a general plan for the Melendez campus and complete plans and specifications for the construction of the first buildings on the campus.

The buildings will include units for the Divisions of Engineering, Social Sciences, Economics, and General Studies, as well as administration offices, a library, an auditorium, a cafeteria, student facilities and athletic fields.

Total cost of the construction contemplated under the over-all program is estimated at $30 million. Work on the program would be carried out in four stages over a period of about 15 years.

FINLAND—The Saimaa Canal cmmittee in its report to Communications and Public Works Minister Grels has proposed the establishment of seven **new harbors** in the Saimaa area on the Finnish side of the border. These harbors would be located at Joensuu, Varkaus, Savonlinna, Lappeenranta, Lauritsals, Kuopio and Ristiina. The harbors would be owned and operated by the towns and boroughs, but the central government would participate in the project by granting subsidies of up to 40% of the construction costs. In addition, the Government would grant long-term, low-interest loans which would cover another 40% of the construction costs.

As regards ships, the committee hopes that as much traffic as possible will be adapted to the Saimaa canal water system. The possibilities of extending the deep channel in Varkaus to Juruslahti should be studied and Kuopio should be provided with a deep channel as soon as possible, according to the committee's report.

The committee went on to make several recommendations as to the participation of private industry in the construction of facilities related to the Saimaa project. It concluded that specific questions such as the acquisition of transportation material, organization of traffic, and building of roads and railways should be subject to further detailed study.

At the annual meeting of Voimayhdistys Ydin (Finnish Atomic Power Association), the construction of a **nuclear power plant** was discussed. Industrial power demand in Finland is expected to grow so rapidly in the near future that the first plant of this kind should be put into operation in 1972 or 1973.

Private industry is reportedly interested in taking part in the construction of Finland's first nuclear power plant, which would be in the 300-350 MW range. At the meeting it was decided, in order to speed preparations, that Voimayhdistys Ydin should start the preliminary planning immediately. Kotka or a west coast site were mentioned as possible locations for the plant.

In this connection, Mr. Heikki Lehtonen, Managing Director & Chairman of the Board of Directors of Imatran Voima Oy (The Finnish National Electric Power Agency) announced that according to plans, Imatran Voima Oy is going to construct the first nuclear power plant in the early 1970's.

HONG KONG—The Governor in Council has decided in favor of giving an exclusive franchise to construct and operate a **four-land cross harbor tunnel** to the Victoria Development Co. A resolution to this effect has been introduced to the Legislative Council.

Mr. J. L. Marden, Chairman of the company, announced that the project, which will connect Wanchai on Hong Kong Island with Hunghom in Kowloon, will cost HK$211 million (US $36,695,652 at US $1=HK$5.75) (see INTERNATIONAL COMMERCE, June 9, 1964, p. 43).

Work will begin next year and the tunnel is to be finished by Jan. 1, 1970. The tunnel will be about a mile long, have a total width of 100 feet, including wall thickness, and offer 16 foot clearance.

Bids have not yet been solicited, but Mr. Marden commented that interest has already been shown by a number of firms in the U.S., U.K., Germany, Japan and the Netherlands.

MOROCCO—Minister of Tourism, Industry, Mines & Handicraft has reportedly approved a plan presented by the Swiss hotel construction firm of FADCO to construct a chain of ten **motels** through Morocco. The plan would involve construction of 600 rooms and would represent an investment of $6 million.

SOUTH AFRICA—A consortium of companies, including two old established South West African companies, Ohlthaver & List Trust Co. Ltd., P.O. Box 16, Windhoek, and Priflinger & Roll (Pty.) Ltd., P.O. Box 7, Windhoek, is to erect a **12-story Medical Center** in the heart of Windhoek at an estimated cost of $840,000.

The building will be erected by Stubel Investments (Pty.) Ltd. It will consist of three stories of parking and seven stories of office and surgery accommodation for the medical profession and two stories of business offices.

The Center will have all the most modern conveniences for the medical profession. A special stretcher lift will be incorporated and provision will be made for ambulances to drive straight to the lift to unload patients.

THAILAND—A long-cherished Government project, the establishment of a University in the South, appears to be a little closer to reality with an announcement made on June 16. On that date a spokesman for the National Education Council stated that the Council had resolved to locate a University at Pattani, which is about 850 miles south of Bangkok. According to the source, the Budget Bureau has earmarked a budget of $1,500,000 for this purpose.

Interested persons should communicate directly to: Dr. Kamhaeng Plarangkura, Secretary General, Office of the National Education Council, Sri Ayudhya Rd., Bangkok, Thailand.

The National Education Council is a committee which was established under the office of the Prime Minister. It is responsible for the country's planning in the field of education.

Significant Awards

LIBYA—The Mobil Oil-Gelsenberg consortium signed contracts recently for the following phases of the Amal Field pipeline system: (1) Principal contract: Arabian Bechtel Corp. /Brown & Root Overseas Ltd./Libyan Engineering & Contracting Co. (2) Tankage at port: National Development Co. S.P.A./Toyo Kanetsu. (3) Tankage at field: Chicago Bridge Ltd.

All of these contractors have participated in the construction of the recently completed Mobil Oil/Gelsenberg/Amoseas Sirtica pipeline system, except for the Japanese firm Toyo Kanetsu.

Total cost of the new Amal System is estimated at about $28 million. According to a press release, the Socony Mobil Oil Co. has completed arrangements to borrow about $28 million from the European capital market by a 15-year bond issue, which has been subscribed entirely by two banks (S.G. Warburg & Co. Ltd. of London and Duetsche Bank A.G. of Frankfurt). The press release notes that this is the first instance of a U.S. company financing its foreign operations by recourse to a foreign capital market since the U.S. Government's voluntary balance-of-payments program was launched in early 1965.

Movie attendance, output continue to slip in Japan

'Informal' quota system dims outlook for use of U.S. films

The Japanese motion picture industry suffered its worst year in the recent past during 1964, showing a 15% decline in overall attendance, a slight drop in receipts, and a 10% decline in distribution income for the five major Japanese companies. The number of motion picture theaters also dropped to 4,927 compared to 6,164 reported in 1963.

The outlook for United States films in the Japanese market has been dimmed by the Japanese version of the screen quota system, which went into effect June 1, 1965. The Japanese quota system does not take the form of legislation and does not apply to all movie houses. Under the "guidance" of the Ministry of International Trade and Industry (MITI), 22 first-run theaters will screen domestic films for at least 40 days a year. These theaters are located in the major metropolitan areas (10 are in Tokyo) and accounted for approximately 40% of the total box-office receipts registered by foreign film showings in 1964. Further, these 22 theaters accounted for about 5% of the total box-office receipts of all movie houses in 1964.

While the screen quota system will probably reduce the number of foreign film showings, particularly United States films, the number of Japanese films is not expected to increase. Rather, the industry looks forward to fewer but higher quality domestic films with longer showing periods.

Fewer feature films

The number of feature films produced in Japan totaled 343 in 1964, compared to 357 in 1963, 375 in 1962. The five major Japanese producing firms accounted for 274 of them.

Attendance was reported at 431.5 million, down by about 15% from the 1963 figure of 511 million. Gross receipts, however, dropped only slightly from about $216 million in 1963 to $214 million in 1964, because of higher admission prices. Average admission prices were about 54 cents in 1964, compared to 47 cents in 1963.

There were 259 foreign feature films released in Japan in 1964 compared to 267 in 1963. Of the 1964 foreign releases, 143 were United States films (146 in 1963), 38 were Italian, 30 French, 17 British, 10 German, 5 Russian, 4 Swedish, with 12 coming from other countries.

Kenya road-building project open to international bids

900 miles of roads will boost Kenyan tea-growing industry

The International Development Association (IDA), an affiliate of the World Bank, has approved a credit equivalent to $3 million to the Republic of Kenya for a road project which is an integral part of the Kenya Tea Development Authority's small-holder tea development program.

Most of the construction will be carried out by contractors selected through international competitive bidding. The Ministry of Works, Communications and Power is responsible for execution of the project. Consultants will do the engineering and supervise construction.

The credit will help to finance the design, construction or reconstruction of 811 miles of tea collection roads and nine factory access roads totaling 94 miles, and the establishment of 15 small units for road maintenance.

The tea collection roads, where traffic will be light, will be built to relatively low standards and surfaced only where drainage is poor and grades are steep. The factory access roads will be subject to much heavier traffic and will be built to higher standards and surfaced throughout.

The 15 maintenance units will be centrally located in small camps near the tea factories and will be used for day-to-day maintenance of the roads. The Kenya Tea Development Authority will manage these units.

Although the roads are being built mainly for the transport of tea, they will also improve farm-to-market transport for other commodities, such as milk, vegetables, fruit, wattle bark, pyrethrum and charcoal.

The road project is scheduled for completion in 1968 at a total estimated cost equivalent to $4.2 million.

New Books and Reports

***Mexican Customs Tariff.* Published by Informacion Aduanero de Mexico. Mexico City.**

A new customs tariff, based on the "Brussels" Classification and Nomenclature, entitled "Nueva Tarifa del Impuesto General de Importacion (Reestructurada)", based on a decree dated Nov. 3, 1964, has been published.

Two of the four volumes are now available in Spanish only, the third and fourth will become available shortly. The set of four books costs $50. A loose-leaf service to keep the tariff up-to-date is available for an additional $20 per year.

The first two volumes contain the tariff numbers, the description of the import items, the specific duties and the ad valorem duties, which are based on invoice values or on official valuations established by the Mexican Government to prevent under-invoicing. The schedules also indicate the products which are subject to import licenses and those which bear an added 10 percent in the ad valorem duty. The third volume is a alphabetical index to the tariff, and the fourth, when issued, will contain explanatory notes to the tariff.

A copy of this new Mexican tariff is on file in the American Republics Division, Bureau of International Commerce. Copies will be on file at the Department's Field Offices in New York, Chicago, Denver, and Los Angeles.

Write: Information Aduanera de Mexico, S.A., Avenida Amores No. 1544, Mexico 12, D.F.

***Yearbook of the American Bureau of Metal Statistics, 44th ed.* New York. 146pp. $4.50 (soft cover: $4) plus 25 cents for postage and handling if mailed outside the United States.**

This new edition records for 1964 and prior years, mine production, smelter production, consumption, imports and exports and other economic statistics on a world-wide basis. Copper, lead, zinc, nickel, aluminum, bauxite, gold, silver, tin, antimony, cadmium, cobalt, magnesium, molybdenum and platinum and sundry ores and metals are reported on.

There are also introductory texts on the major non-ferrous metals, reviewing the events of 1964; tables of metal prices, monthly and annual; lists of metallurgical plants and their capacities; general economic statistics of the United States and U.S. duties on principal ore and metal imports, and other data including tables of production statistics by individual companies, both domestic and foreign.

Write: American Bureau of Metal Statistics, 50 Broadway, New York, N.Y. 10004.

Newsletter on Brazil

A Portuguese-language Brazilian edition of Latin America and the World, a newsletter on business and economic affairs, is now being published in New York.

The bi-monthly newsletter contains information on economic and business trends in Latin America, with particular emphasis on Brazil and Brazilian-U.S. business and economic relations. It lists projects, transactions, loans, regulations, and gives details on various business opportunities.

Annual subscription for 24 issues: about $52 (96,000 cruzeiros).

Write: in Rio de Janeiro—Editora de Publicacoes Ltda., Rua Miguel Couto, 23 groupo 605, Tel: 42-1922; or in New York—Foreign News Service, Inc., 280 Madison Avenue (suite 805) New York, N.Y. 10016, Tel: OR 9-2757.

Indonesian law summarized

The American Embassy in Djakarta has prepared a comprehensive summary of the present laws governing foreign exchange transactions in Indonesia.

This 7-page summary, prepared by Embassy economic officer Malcolm H. Churchill, reviews the basic Foreign Exchange Law of 1964 and subsequent decrees and regulations affecting it. The discussion covers the holding of monetary assets, the acquiring of complementary foreign exchange from exports, services, and other sources, the use of complementary foreign exchange, and a comment on the probable effectiveness of the new regulations.

Copies are available for distribution at the Department of Commerce field offices and the Bureau of International Commerce, U.S. Dept. of Commerce, Washington, D.C. 20230.

***Penetrating the International Market.* By Robert Douglass Stuart. American Management Association, New York. 176pp. $6.**

Mr. Stuart analyzes how a company can determine market opportunities, fit its product to the market, gather the necessary commercial intelligence, establish distribution channels and relations, solve the problem of product supply, determine which promotion and selling methods are needed in its overseas market, establish good public and government relations, and organize for international marketing.

Appendices contain lists of consultants in international marketing, U.S.-owned advertising agencies abroad, and publications on international operations.

Write: American Management Assn., 135 W 50th St., New York, N.Y. 10020.

***Overseas Business Reports.* U.S. Dept. of Commerce, Washington. $18 per year ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Washington, D.C. 20402.**

Foreign Trade Regulations of Denmark. OBR 65-32. 8pp. Reviews Denmark's trade policy, import tariff system, sales and other internal taxes, documentation labeling and marking requirements, special customs provisions, nontariff import controls, Denmark's export controls and U.S. controls affecting trade with Denmark.

Foreign Trade Regulations of Trinidad and Tobago. OBR 65-33. 4pp. Contains the same types of information as OBR 65-32, above.

***Trade Directory of the Empire of Ethiopia.* Diplomatic Press and Publishing Co., London. 64pp. $2.10.**

The book's first section reviews Ethiopia's history, government, 20-year development plan, agriculture and animal resources, industries, mining, fishing, foreign trade record, chambers of commerce and tourist organizations, finance and banking facilities, investment possibilities, transport and communications, and tourism. The second section consists of a classified list of Ethiopian firms, and an index to advertisers.

Write: The Diplomatic Press and Publishing Co. (Diprepu Co., Ltd.), 13, Cotswold Gardens, London, N.W. 2.

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Calendar *for international traders*

July

19—American Management Assn. Briefing on International Business and Balance of Payments, Hotel Pierre, **New York.** Speaker: Lawrence C. McQuade, Special Assistant to Secretary of Commerce.

19-30—Foreign Trade Export-Import Institute, University of Rhode Island, **Kingston, R.I.** Sponsor: Management Sciences Institute.

20—Foreign Traders Assn. of Philadelphia, Inc., monthly meeting, 5 p.m., Sheraton Hotel, **Philadelphia.**

20-21—Conferences by appointment with George T. Beck, Commercial Attache, New Delhi, Field Office, **New York.**

22—In-Office Export Conference, 10:30 a.m., Field Office, **Miami.** Sponsors: Field Office, Department of Commerce; REEC.

22—In-Office Export Conference on Credit, 2 p.m., Field Office, **Honolulu.**

22—In-Office Workshop for New Exporters, Chamber of Commerce, **Lincoln, Neb.** Sponsors: REEC; Field Office, Department of Commerce.

23—Export Workshop, Chamber of Commerce, **Des Moines.** Sponsors: Field Office, Greater Des Moines Chamber of Commerce, Iowa REEC.

23—Export Workshop, Field Office, **Cincinnati.** Sponsors: Field Office, REEC.

23—In-Office Workshop for New Exporters, Chamber of Commerce, **Omaha, Neb.** Sponsors: REEC; Field Office, Department of Commerce.

25—In-Office Export Expansion Seminar, Field Office, **Los Angeles.**

27—In Office Workshop for New Exporters, Federal Office Bldg., **Kansas City, Mo.** Sponsors: REEC; Field Office, Department of Commerce.

27—In-Office Export Workshop, Field Office, **Dallas.**

29—In-Office Export Workshop, Field Office, **Chicago.**

29—In-Office Export Conference, Field Office, **Atlanta.** Sponsors: Field Office, Department of Commerce; REEC.

August

2-6—International Marketing Institute, Colorado State University, **Fort Collins, Colo.** Sponsor: Sales and Marketing Executives-International, Denver.

6—In-Office Conference on Export Expansion, Field Office, **Honolulu.**

Notice

To publicize local events concerning foreign trade in the "Calendar for International Traders," information should be submitted to this magazine at least 2 weeks before the date of the issue in which it appears. Please include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space.

Write:
Editor,
International Commerce
Bureau of International Commerce
U.S. Department of Commerce
Washington, D.C. 20230.

12—Export Workshop and lunch, Holiday Inn, **Ottumwa, Iowa.** Sponsors: Field Office, Department of Commerce; Chamber of Commerce; REEC.

17—In-Office Export Workshop, Field Office, **Chicago.**

17—International Executives Assn., monthly luncheon meeting, Hotel Statler Hilton, **New York.**

19—In-Office Export Conference, Chamber of Commerce, **St. Cloud, Minn.** Sponsors: Field Office, Department of Commerce; REEC; Chamber of Commerce.

19—In-Office Export Conference, 10:30 a.m., Field Office, **Miami.** Sponsors: Field Office, Department of Commerce; REEC.

19-20—Private consultations with Commercial Attache, U.S. Consulate, Frankfurt, Field Office, **Chicago.**

21—National Assn. of Home Builders Annual Convention, Denver Hilton Hotel, **Denver.** Speaker: Richard Garnitz, Bureau of International Commerce.

24-27—5th Annual Maine Products Show, Bangor City Auditorium, **Bangor, Me.** Sponsor: Maine Dept. of Economic Development.

26—In-Office Export Conference, 10:30 a.m., Field Office, **Miami.** Sponsors: Field Office, Department of Commerce; REEC.

27—Export Workshop, Field Office, **Des Moines.** Sponsors: Field Office, Greater Des Moines Chamber of Commerce, Iowa REEC.

September

2—Machinery-Metals Export Club, monthly meeting, Overseas Press Club, **New York.**

8—Export Workshop, **Spencer, Iowa.** Sponsors: Field Office, Department of Commerce; Chamber of Commerce; REEC.

9—In-Office Meeting, Field Office, **Chicago.**

12-14—Pacific Northwest Traders Assn., **Anchorage, Alaska.**

13—World Trade Assn. of Montgomery County, monthly meeting, Crossroads Motel, **Norristown, Pa.**

13-14—13th Joint Engineering Societies Management Conference, New York Hilton, **New York.** Speaker: Forrest D. Hockersmith, BDSA.

13-14—Consultation with E. F. Becker, Senior Commercial Officer, U.S. Consulate General, Frankfurt, Germany, Field Office, **Philadelphia.**

14—International Executives Assn., monthly luncheon meeting, Hotel Statler Hilton, **New York.**

15—Iowa REEC Meeting, Des Moines Club, **Des Moines.**

16—Houston Rotary Club Luncheon, Rice Hotel, **Houston, Texas.** Speaker: Daniel L. Goldy, National Export Expansion Coordinator.

16—South Florida REEC, regular monthly meeting, 12 noon, **Coral Gables Fla.**

16—Introduction to Export-Import, 1st of nine weekly sessions, 7:30 p.m., Webster Hall, University of Hawaii, **Honolulu.** Sponsors: Small Business Management Program, College of Business Administration; Field Office, Department of Commerce.

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